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On stream On time with Capper-Neill On site

CONTINENTAL SELLING PRICES: AUSTRIA Sch.15; BELGIUM Fr.25; DENMARK Kr.3.3; FRANCE F.3.0; GERMANY DM2.0; ITALY L.500; NETHERLANDS F.1.2; NORWAY Kr.3.5; PORTUGAL Ec.20; SPAIN Pes.40; SWEDEN Kr.3.25; SWITZERLAND Fr.2.0; ETRE 12p

NEWS SUMMARY

GENERAL Strike cripples London airport

British Airways has cancelled all U.K. and European flights from London's Heathrow Airport today because of unofficial industrial action by 4,000 engineering workers there.

Shop stewards of the Amalgamated Union of Engineering Workers are to meet today. A mass meeting has been called for the afternoon.

Leysland issue The dispute threatens to drag on because, behind the shift claim, is the engineers' insistence on separate bargaining rights.

Mozambique, Soviets sign 20 year treaty In a clear warning to South Africa and Rhodesia, the Soviet Union and the People's Republic of Mozambique have announced in a 20-year Treaty of Friendship released in Moscow and Maputo that they will coordinate their military response.

Petrol tax rise likely to go Mr. Dennis Healey's controversial \$300m. tax increase on petrol appears certain to be removed within the next few months because of political and trade union opposition.

70 tanks out in Multan The civil disobedience movement launched by the Opposition Pakistan National Alliance gathered momentum in Multan as the Army stationed up to 70 tanks at key points.

Geisel row The Opposition Brazilian Democratic Movement (MDB) has accused President Geisel of using last week's confrontation in Congress, after which the President took his powers, as an excuse to force through constitutional changes.

Briefly Viscount Radcliffe, former Lord of Appeal, died on Saturday at his home in Warwick. He was 78.

Table with 2 columns: Features and On Other Pages. Includes items like Treasury and its critics, Gross roots of the TUC, Tax boost for export earners, and various news items.

DIFFICULTIES LOOMING FOR PHASE THREE

Left-wing unionists campaign for free wage bargaining

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

About 1,700 trade unionists claiming to represent a wide range of British industry voted in Birmingham yesterday to mount a campaign for a complete return to free collective bargaining from August 1.

A day of action, including token strikes and a mass lobby of Parliament, has been called for April 20. Delegates from 19 unions from all parts of Britain attended the Left-wing backed conference.

Commodities fund talks in Geneva deadlocked

BY REGINALD DALE, EUROPEAN EDITOR

RELATIONS between the world's rich and poor nations suffered a further blow here today as last-minute attempts failed to clear their deadlocked negotiations on a new system for international trade in raw materials.

Political symbol The common fund has been singled out by the developing nations as the key political symbol of the industrialised nations' readiness to agree to a new deal for the third world by reforming the international economic system.

Britain's reserves last month exceed \$7.82bn. record

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

A VERY large increase last month in Britain's official reserves, to a record level, will be announced this afternoon.

New bonds For official holders specifically, the Government is offering new foreign currency bonds, for which the offer memorandum is going.

Talks failure puts Carter under fire

BY DAVID BELL WASHINGTON, April 3.

PRESIDENT CARTER is coming under fire at home for the way in which last week's arms control talks in Moscow were handled.

Complexities

The President was at the airport to welcome Mr. Vance. Both men stressed the "positive achievements" of the Moscow talks.

Breakdown

With the SALT talks having moved, as one specialist put it, "from stalemate to progression," each side is proclaiming its readiness for productive negotiations as soon as the other sees reason.

Smooth

Mr. Peter Walker, who has in the past buckled official party policy by calling for a Conservative "social contract," said the next Conservative Government would move towards free collective bargaining.

CLIMAX TRUCKS. A SNIP AT £2.75. You can lease a genuine Climax lift truck for around £2.75 a day. Or £14 a week. Find out more about Climax leasing plans. Snip the coupon.

Handwritten Arabic text at the bottom of the page.

LOMBARD

Bending the tax system

BY GEOFFREY OWEN

THERE IS something strange about a tax system which provides a special concession to a group of employees, because they happen to spend 30 days of the year overseas, and denies it to others whose work, though confined to the U.K., may be at least as onerous and disruptive to family life. Perhaps one should accept that taxation has nothing to do with commensurate or fairness, but is simply a hotchpotch of administrative and political compromises: if one set of people does well out of it, or at any rate less badly, good luck to them.

Discomfort

No one would deny that export salesmen suffer a great deal when they struggle round the backwoods of West Africa or the Middle East trying to sell their Land Rovers or their washing machines. They will often experience discomfort and danger to a degree which is spared the company chairman, flying in his private jet to Rome or Johannesburg and cocooned in air-conditioned offices and smoothly-running jets during his stay. Yet the chairman's 25 per cent. deduction is worth a good deal more to him, in net terms, than that of his junior colleague. Meanwhile the "K" salesman, desperately trying to beat off imports and spending many weeks away from home in an effort to sell British-made goods, is left out in the cold.

What makes the concession even odder is that the people indirectly responsible for it—and the people who should now be warmly thanked by export salesmen, company chairmen and all other 30-day travellers—are none other than Lord Duncan-Sandys, Mr. Tiny Rowland and their colleagues on the Board of Lanch. For it was the publicity given to their Cayman Islands payments which led to the drastic change in the treatment of overseas earnings in the 1974 Finance Bill. Because of high marginal tax rates an increasing number of companies had been arranging for their senior executives to receive part of their remuneration overseas, usually by having separate contracts with one or more overseas subsidiaries: they were taxed only on the amount remitted to the U.K. which meant that if they were careful, they paid no tax on that part of their earnings. Although in some cases the payments could be

THE WEEK IN THE COURTS

A man with appropriate legal background

BY JUSTINIAN

IT IS appropriate that the next Director of Public Prosecutions, Mr. T. C. Hetherington, should come from a background of legal service and in particular be currently holding the office of Deputy Treasury Solicitor.

The appointment also reflects the urgent need for reorganisation of the Department of Public Prosecutions. Before 1879, when the office of Director of Public Prosecutions was established, only cases of exceptional difficulty or of great public importance were reported by the chief officer of police to the relevant police force to the Home Office, as the Government department responsible for seeing that local authorities carried out their duties of administering law and order.

The Home Office either advised the chief officer what to do or instructed the Treasury Solicitor to undertake the prosecution. Under the Prosecution of Offences Act 1879 an officer called the Director of Public Prosecutions was created, whose duty was to undertake or carry out the criminal proceedings on behalf of the Crown, as prescribed by regulations made under the Act. He was also to be available to advise and assist the police and others concerned in criminal prosecutions.

Answerable

The Act conferred no power on the Director. He was given an exclusive jurisdiction in any class of prosecution, and the theoretical right of the private citizen to prosecute was expressly preserved.

The significant aspect of the Director's duty was that he performed his task under the "superintendence" of the Attorney-General, who has ever since been answerable to Parliament and the executive which, through Parliament, is the public's representative. The development of the Department thus began only 70 years ago. Since then the work has grown out of all proportion. Today the Director stands at the apex of the criminal prosecution system without the overall supervision of the country's prosecution policies.

Investigation of offences or to the prosecution of offenders. The right of any person to institute proceedings or carry on any criminal proceedings—and in this context that includes the policeman—was expressly preserved.

The other characteristic of the office has been that its holders have mostly been distinguished legal practitioners, although one of the most famous, Sir Thomas Holroyd, occupied the position from the end of the war until 1964, had been a solicitor working mainly as a civil servant in the Home Office.

Independence

This present incumbent, Sir Norman Hetherington, QC, was a brilliant advocate who practised mostly in the West country. The appointment of distinguished barristers was dictated by the desire to effect a sound prosecution policy grounded in the independence of sound legal independence from Governmental influence.

While the office was relatively limited that was acceptable. It has become one of the criminal justice system has become increasingly under public and Parliamentary scrutiny. The superintendence of the Director by the Attorney-General has become more into prominence with the latter's call to accountability in Parliament. A distinction between the two office holders does not sit easily with a vigorous claim of a Director to legal independence. And it is no accident that the new appointee himself spent a number of years as legal secretary to the Home Office.

Mr. Hetherington, above all the candidates whose names have been canvassed, knows only too well the sensitive nature of the relationship between the Director and the Attorney-General. It is an imaginative and a sound administrator and a lawyer nurtured in the tradition of independent legal judgment.

A HISTORY-MAKING GRAND NATIONAL TREBLE

The superstar of Aintree

RACING BY MICHAEL THOMSON-NOEL

BRADMAN, Pele, Ali, Nicklaus. In most sports there is one name that settles like cream on the top, one irradicable personality whose achievements and authority form the building blocks of legend.

In unobscured fashion the name is Red Rum, an arsehat, glistening 13-year-old bay superhorse who at Aintree on Saturday, before 30,000 eyewitnesses, and a disbelieving television audience of many millions more, accomplished a historic third Grand National win.

Naturally he did it his way, piloting himself serenely down the centre of the course, side-stepping fallen rivals with the agility of a cat, setting himself up perfectly at each of the 30 fences and then, on the run-in, stride lengthening and his ears pricked for the great roar that he heard, accelerating away to a 25-lengths victory that will live as long as they ever run Grand Nationals.

Jockey Tommy Stack was barely out of Red Rum's saddle when giving his opinion that there was nothing he could say that could do justice to the horse's statistics help of course. This was Red Rum's third win in five Grand Nationals (he has also finished second twice). Saturday's win, worth £41,140, took his first-place prize money earnings under National Hunt rules to a record £11,827.

It was his 24th victory in a jumps career that began with a Cheltenham novice's hurdle in September, 1968. And by proving, over five Grand National races that have totalled 22½ miles and 40 fences, that he is the most intelligently footsure born in the history of the race, his reputation as a steeplechaser has now eclipsed that of Arkle's, Prince Penitence, who got going too late to trouble The White

Red Rum has been bought three times for £400 guineas, most recently by the present owner, Noel Le Mare, 600 guineas. He has had five trainers and a score or more of jockeys who in his early years, before he grew rich and famous, subjected him to a rigorous training regime. He is especially dangerous near goal, and has been the subject of much speculation as to whether he possesses the character to match the ability. None of the three England forwards—Keegan, Royle and Marsden—has been in the best of form, but Keegan, who Revie employed at half against Luxembourg, fitter and more experienced, did not make three superb passes which might have produced goals, but just served to annoy the Irish goalkeeper in British goal.

There was no disguising the shortage of fesses and imagination, the frightening lack of basic ball control. Certainly a high, hasty wind made conditions tricky, but it could hardly excuse the number of passes that were made in the wrong direction under no pressure, or the many wild slices into touch.

One could not help feeling sorry for England's manager, Don Revie, who likewise attended both these games which took so many of the players who have represented England recently or are in his present squad.

Cherry was anything but a halving international wing-half. Also in midfield, Talbot, who missed the easiest of chances in the closing minutes, was no more than an honest, tireless workman and it is difficult to think of Kennedy being of a higher calibre than a very competent

JOHN BARRETT ON TENNIS, PAGE 26

awkward on the ground. Mariner won several of his early duels with Watson, but suffered from an indifferent service and gradually faded. Even though Watson eventually scored a deciding and spectacular goal with his header from a corner and is the best centre-half in the country, his distribution left much to be desired. Millie, a left-back who pulled back Woods, a midfield winger, into the narrowest part of the defence, did not receive sufficient support from within his own half—his possession forward with two fine passes, exceptional pace and the ability to conjure improbable goals.

RUGBY UNION BY PETER ROBBINS

Gosforth pack power

LONDON WELSH'S John Player semi-final against Gosforth was not exactly a feast of running Rugby but it did provide an interesting contrast in styles. Gosforth won 15-12 thanks to efficiency which overcame the free-running Welsh backs. Finally the Welsh three-quarter line of accurate passing. Gosforth got off to a marvellous start as Roberts scored for Brian Patrick to convert. Bennett kicked three penalties for the Welsh before half-time but Brian Patrick also had two successes, giving Gosforth an interval lead of 12-8.

Relief of Waterloo

THIS SIGH of relief as the Welsh side from a back-on by Plett's side second well made and well played by Spaven. For Saracens, Phillips slipped, not only to be tackled by two men, but to be tackled by the ball rather than pass to the man outside him. In the first half tension was very apparent as Waterloo's forwards searched for rhythm and the same side were being exhorted to pull themselves together as the powerful North London pack mounted wave after wave of attacks. Saracens were consistently more successful in line-out, ruck and man. Waterloo were often left to tackle themselves to a standstill. In their favour, however, was the wisdom behind the Saracens scrum; the nightmare game played by Saracens full-back Phillipps and his back-row. Bell's ability to torture the opposition with a variety of line and clearance kicks which called for the blustery wind at Aintree in the second half. Waterloo took a try in each half, the first a bit on the soft

Radio programme listings for BBC 1, BBC 2, and other stations. Includes times and descriptions of various programs.

F.T. CROSSWORD PUZZLE No. 3,347

Crossword puzzle grid with numbered squares for letters.

Crossword puzzle solutions and clues. Includes 'ACROSS' and 'DOWN' sections with numbered clues and answers.

LONDON

Local news and events from London, including mentions of the Beatles, a fire at a school, and other incidents.

GRANADIA

Local news and events from Granada, including mentions of a fire, a robbery, and other incidents.

WESTWATER

Local news and events from Westwater, including mentions of a fire, a robbery, and other incidents.

La Fille Mal Gardée

by CLEMENT CRISP

What was the intention of the... The beautifully "open" quality of his... The first time on Saturday afternoon...



Robert Powell, who plays Jesus, and Olivia Hussey, as the Virgin Mary, in Jesus of Nazareth...

Werther by MAX LOPPERT

Friday's performance introduced us to the second cast of the... Werther of John Brecknock... a lovely vibrant by nature...

Charles Rosen by DAVID MURRAY

The range of Charles Rosen's repertoire... which perhaps comes to the same... after a deadly slow and fraught introduction...

Beethoven sonatas by MAX LOPPERT

Having survived a fully orchestrated publicity campaign... with such a clumsy, insensitive, and shoddy phrase-ends...

W. H. Smith to sponsor Children's Literary Competition

Britain's best-known literary competition for children... W. H. Smith, which Michael Baldwin, Angela Carter...

The Fourth Symphony by CLEMENT CRISP

Symphonic ballets are, by their very nature, a compromise... approach of death, the dance has a strong lyric pulse...

The King's New Clothes by B. A. YOUNG

Steven W. Downes, the author of The King's New Clothes... leashed much of the Young Vic talent on its acting...

Parnassus Ensemble by NICHOLAS KENYON

The Belgian Baroque... London's best supported... Parnassus Ensemble...

Frankie Miller

Frankie Miller represents the rough, five-o'clock shadow, pop music, a raw Scot with a gravelly voice who grows into rock blues to a fortunately increasing band of followers...

Barbizon Plaza Hotel, New York. On Central Park. In the centre of everything. For a businessman going to New York, time is very definitely money...

City concerts mark Jubilee. The Stock Exchange is sponsoring a series of six concerts of British music at St. Bartholomew-the-Great in Smithfield...

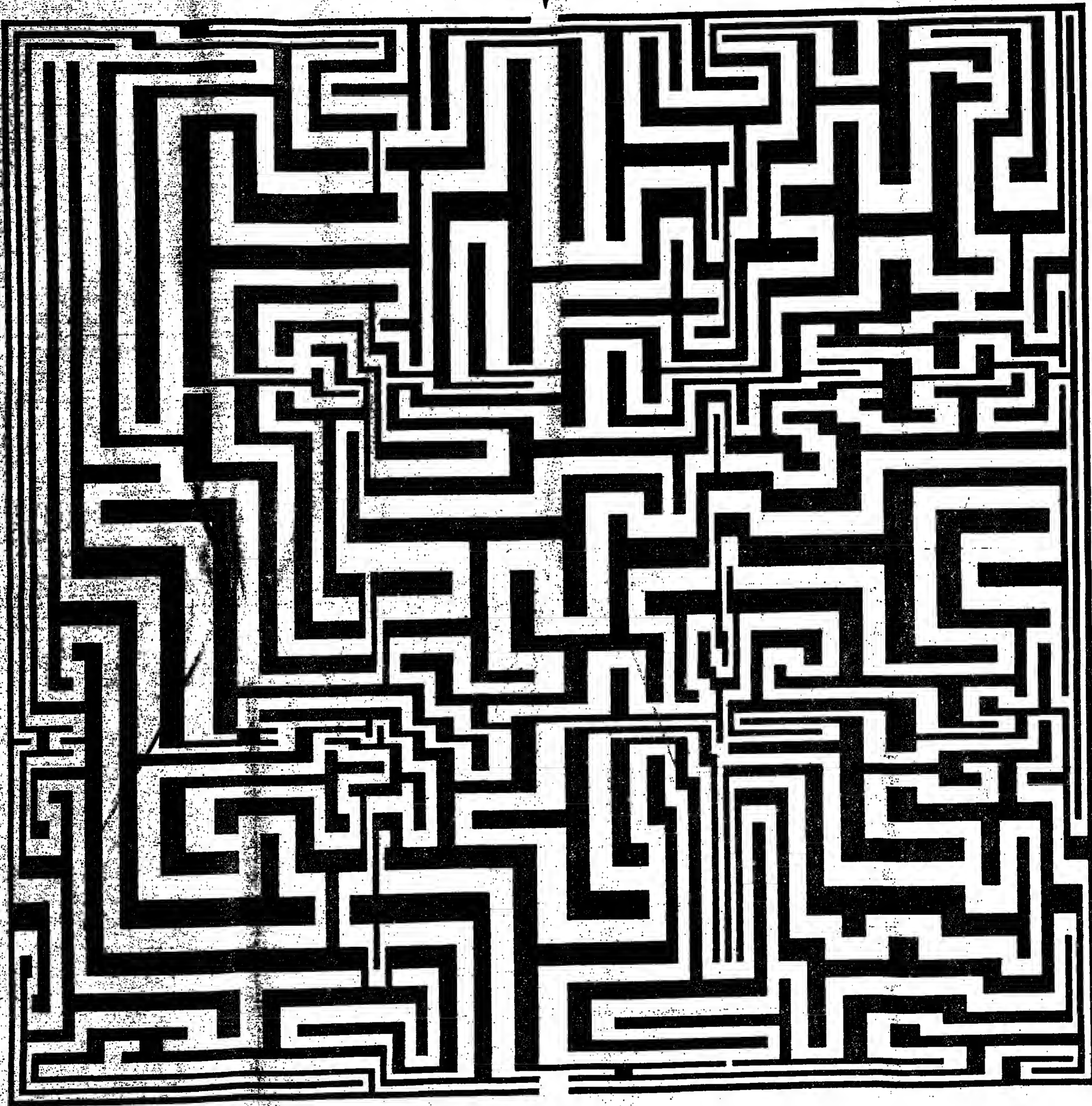
APPOINTMENTS

Eurokapitaalmarkt en international corporate finance. Binnen het Effectenbedrijf van de Amro Bank houdt de werkgroep Buitenland van het directoraat Effectensyndicaten...



# How did three British capital goods manufacturers obtain for their customers over £200,000,000 and over US \$200,000,000 for a major development in the Middle East?

Start here.



Or here.



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WORLD TRADE

Brussels talks may boost SE Asian plant orders

BY DICK WILSON

A NUMBER of new joint venture... These include electronic components, electrolytic plating, potash, machine tools, newsprint, heavy duty tyres and fisheries...

of the EEC Commission, and the five visiting Ministers. This is the first time that ASEAN has ever presented itself as a group for investment purposes...

Increase in exports of car parts

By Peter Cartwright

British automotive components will increasingly be found on new cars coming from Europe and West Germany is steadily becoming a top buyer of imports...

Signs of change in E. German trade

EAST GERMANY

BY HELEN MINGAY, RECENTLY IN LEIPZIG

THE GERMAN Democratic Republic has for some time been a disappointing market for British exports, with two-way trade only last year topping the £100m mark...

German company, Salzgitter. The largest ever contract to be signed in the GDR by a British company...

Danes plan Tokyo office

BY OUR TOKYO STAFF

TOKYO, April 3

THE DANISH Federation of Industry is to open a Tokyo office on April 8, in what would be a pilot project for the opening of a similar office by larger European industry federations...

Yugoslavia signs pact with Greece

BELGRADE, April 3

The Greek Minister for co-ordination, Mr. Panayotis Papanicolaou, who recently spent a week in Yugoslavia...

World Economic Indicators

Table with columns: Country, Exports, Imports, Balance. Rows include U.K. £bn, Japan \$bn, W.Germany DMbn, France Fr.fbn, U.S. \$bn, Italy Litran, Belgium\* B.Fr.fbn, Holland\* Fla.fbn.

GKN supplies for Volkswagen

GKN's specialised powder metallurgy factory of Boundbrook at Lichfield has become Volkswagen's third largest supplier of compressed powder components...

New Australian wool plan

BY OUR OWN CORRESPONDENT MELBOURNE, April 3

THE Australian Government has approved the operation by the Australian Wool Corporation of a "limited offer-to-purchase" scheme next season...

CONTRACTS AND TENDERS

Democratic and Popular Republic of Algeria. MINISTRY FOR INDUSTRY AND ENERGY. Société Nationale de l'Electricité et du Gaz. "SONELGAZ". INTERNATIONAL INVITATION TO TENDER.

LEGAL NOTICES

No. 9934 of 1977. In the Matter of the Companies Act, 1967. NOTICE IS HEREBY GIVEN, that a Petition of the Winding up of the above-named Company...

LEGAL NOTICES

NOTICE IS HEREBY GIVEN that a Petition of the Winding up of the above-named Company by the High Court of Justice was on the 13th day of March 1977...

CIRCULATE. POSITION, INITIAL, DATE. MANAGING DIRECTOR: EER, MON 5th. FINANCE DIRECTOR: JEF, MON 5th. SALES DIRECTOR: J.C., Tue 6th. COMPANY SECRETARY: J.W., Wed 7th. MARKETING MANAGER: P.B., Thurs 8th. CHIEF BUYER: B.R.D., FRI 9th. PERSONNEL OFFICER: [Signature]

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THE OFFICIAL ASSIGNEE THE STOCK EXCHANGE, LONDON. F. D. Osborne-Smith & Co. Declared Defunctors 10th November 1976.

COMPANY NOTICES

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# Lens deal treatment unfair, claims Pilkington

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

PILKINGTON BROTHERS has announced that it has been invited to consider the position of its optical glass division in the UK. The company, which is a subsidiary of Pilkington Brothers Limited, is a leading manufacturer of optical glass in Britain.

The announcement comes in the wake of a deal which left Pilkington as the sole manufacturer of optical glass in Britain.

This happened in November 1976, when Pilkington made an agreement with the Office of Fair Trading (OFT) to supply optical glass to the UK. The deal was a result of a competition investigation by the OFT into the optical glass industry.

At the time, last November, it was pointed out that the BAO deal had been made in secret and that the American parent company, Warner-Lambert, had decided to take it over.

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## More Home News on Page 26

# Nuclear ban could hit steel makers

FINANCIAL TIMES REPORTER

THE BRITISH Steel Corporation could lose profitable orders for its Sheffield stainless steel plants if conservationists succeed in blocking the development of the nuclear reprocessing plant at Windscale. The loss could be as high as 10 per cent of stainless steel production.

The warning came this week-end from Mr. Derek Bray, director of BSC stainless in Sheffield as a new pressure group to fight the development of a U.K. nuclear capacity was formed in South Yorkshire.

The pressure group, known as Energy 2000, is led by Mr. Arthur Seargill, Yorkshire NUM president, and local conservation leaders. It is backed by MPs from all three major parties and local authority representatives.

Yesterday Mr. Bray said the £1,000m. Windscale project could be up as much as 5,000 tonnes of stainless steel plate a year by 1980, equivalent to 10 per cent of Sheffield stainless plate production.

If the development was delayed or halted French steel makers, already involved in aggressive selling, could replace Britain as the first in the field.

This is one of the few industrial operations where we, as a nation, are still considered to have high technical skill and knowledge. This know-how could provide an almost immediate increase in employment and some profit to a nationalised industry.

Our plate finishing development was designed with this in mind and once established in the field there are tremendous opportunities to increase exports."

# Marathon Siebens oil deal

By Roy Dafter, Energy Correspondent

MARATHON OIL has bought a bigger share in the North Sea Brae Field and two nearby blocks as a result of a deal concluded with Siebens Oil and Gas (U.K.).

Marathon will acquire a half of Siebens' interest in blocks 16/7 (which contains Brae), 16/2 and 16/3. Marathon has paid Siebens £1.55m. to cover exploration costs up to June 1 last year.

Marathon has also paid Siebens £780,000 as a non-recourse loan payable only from production obtained under the licences covering the blocks. Since June 1 last year Marathon has assumed all of Siebens' exploratory and development expenditure.

Siebens retains a 4 per cent. interest in blocks 16/3 and 16/7 and a 5 per cent. interest in block 16/2. The company will receive 40 per cent. of production revenue from its remaining interests from the date of Brae's production start until the time when Marathon has recovered all of its outstanding loan.

Marathon, which operates for the Brae Field group, has a 28 per cent. stake in the field.

# Call to streamline tax bureaucracy

BY MICHAEL LAFFERTY, CITY STAFF

THE BUREAUCRACY of the Inland Revenue should be made more human and more efficient, according to Sir William Pile, chairman of the Board of Inland Revenue.

He told a week-end conference organised by the Institute of Taxation that the Inland Revenue was not the only bureaucracy in the country, and bureaucracies were inevitably unpopular.

Complex societies produced bureaucracies "because they aim at equity, but equity produces complexity, and complexity produces paper, and paper is the foodstuff of bureaucracy," Sir William said.

It was very difficult to simplify bureaucracies and almost impossible to get rid of them. The Inland Revenue would tackle the problem of improving its own efficiency by continuing its programme of computerisation, by moving more decision-making from Somerset House to regional offices and by what Sir William called "humanisation."

Mr. Ree Pickering, president of the Institute of Taxation, told the conference that high rates of taxation and the attractions of lucrative tax-avoidance schemes were directly related.

"If the rates of tax were reduced, much of the anti-avoidance legislation could be done away with and this would make tax law much simpler," he said.

Mr. Iain Stirt, a leading corporate tax planning accountant, advised companies against setting up complex tax avoidance schemes which lacked "commercial substance."

The City of London's campaign to have leading local authority stock issues put on the same tax basis as Government issues has received unqualified support so far from one of the largest authorities. The Greater London Council, Westminster City Council, Liverpool Metropolitan District Council, Birmingham Metropolitan District Council and Manchester Metropolitan District Council have thrown their weight behind the campaign.

## Glass recovery scheme

A "BOTTLE BANK" glass recovery drive in selected U.K. parishes will be sited in town centres as being launches this summer by the Glass Manufacturers Federation as part of a campaign to reduce the nation's waste.

The Bottle Bank scheme is a major extension of the glass container industry's recycling programme. It will involve the public through recovery units in public places.

Bottle Banks — vandal-proof glass skips with colour coded compartments — will be sited in town centres as being launches this summer by the Glass Manufacturers Federation as part of a campaign to reduce the nation's waste.

A publicity campaign will promote the recovery units at local level and will remind housewives to remove bottle tops and separate bottles into the three colours of film (clear, amber and green) to ensure a supply of good quality cullet (crushed glass) to the glass factories.

## Asthma costs U.K. '£25m. a year'

ASTHMA COSTS THE U.K. an estimated £25m. a year, according to the Asthma Research Council report published today.

The last year for which records are available — 1973 — show that over 1,200 people in England and Wales died from the disease, costing over £2m. in sickness benefits. No figures, however, could be put on the cost to the country's one million-plus asthmatics.

In the 11 months up until the end of May, 1975, nearly 21m. working days were lost through the disease, costing over £2m.

# Marquand decision on seat this week

BY PHILIP RAWSTORNE

MR. DAVID MARQUAND, Labour MP for Ashfield, who has been employed as a part-time consultant to the EEC Commission for the past three months, will announce this week whether he intends to resign his Commons seat.

Preparations for a by-election in the constituency — one of the safest Labour seats in the country — were started when Mr. Marquand accepted the Brussels post in January.

Mr. Michael Cowan, the local Labour Party's selection to succeed Mr. Marquand, has decided not to stand in next month's Nottinghamshire County Council elections because of the possible Parliamentary contest.

After a meeting with the Ashfield party's management committee at the weekend Mr. Marquand said he had explained the delay in his expected resignation.

"I never envisaged that I would combine even a part-time position with my present membership of the Commons. I have had a comparatively short transitional period."

For reasons beyond my control, that period has lasted slightly longer than I originally expected. But it is now drawing to a close and within the next few days I expect to be in a position to make a further announcement about my personal and Parliamentary future."

Mr. Marquand added that he had neglected the interests of his constituents. "I have 100 individual cases in hand at the moment."

He had voted in all major Commons divisions, but spent about 40 days in the past three months in Brussels, Luxembourg and Strasbourg.

"Obviously it is not possible to continue this, and it is not satisfactory for the Commission, the constituency or the party. It has to be brought to a close, one way or another."

A writ for the by-election caused by the death of Mr. Anthony Crossland will be delivered by special messenger to Mr. Frederick Ward, the returning officer, tomorrow. He has to select a suitable date within 21 days. April 23 is likely.

# £7m. Dubai leisure centre to be managed by Rank

BY JAMES McDONALD

RANK LEISURE Services has reached an agreement with the Al Nasr Club in Dubai to provide the operating management for the £7m. project. The centre, in the new grounds of the Al Nasr Club, will contain an ice rink, squash courts, tennis, bowling, a shooting range, shops and catering facilities. Open-air facilities will include swimming pools, and a play park for children.

Rank Leisure Services is acting as consultants during the planning and building stages and has been appointed operating manager on a fee and participation basis, once the centre is open.

Mr. Raymond Duffield, restaurants, airport catering and managing director of Rank marinas, said that the present Dubai had few leisure facilities.

"But with the rapid economic expansion now taking place in Dubai, we believe there will be tremendous demand for leisure facilities being provided at Al Nasr."

"We are confident this initial success will lead to further associations in leisure developments in the United Arab Emirates and elsewhere in the Middle East."

U.K. activities of Rank Leisure Services — a division of the Rank Organisation — include: theatres, clubs, ice skating, discotheques, sports on a fee and participation basis, once the centre is open.

# £23.5m. ship rejected

FINANCIAL TIMES REPORTER

THE £23.5m. oil exploration ship, six months late and there is not enough time to work up its performance in calmer waters. Lower Clyde by the Scottish U.S. partnership. Ben-ODECO, has director of Scott Lithgow, said been turned down by the American charterers, Chevron, after the original contract was signed to expand the ship's gridding ability from 1,000 to 3,000 feet.

Ben-ODECO had expressed satisfaction with the ship, which was completed trials of its complete positioning equipment. The ship can stay anchored over a well platform off Greenland for three months without requiring supplies from shore.

# Two million 'drink too much'

AN ESTIMATED 2m. people in Britain regularly drink too much, according to Sir Bernard Brame, MP, chairman of the National Council on Alcoholism.

Sir Bernard told a Liverpool conference yesterday that in Scotland, for example, almost one-third of all alcohol consumed was drunk by 3 per cent of the population.

The problem drinker was three times as likely as other workers to have an accident at work, five times as likely to be off work and much more likely to be late, Sir Bernard said, however, drinking.

# Work begins on Herts. estate

TRAFALGAR HOUSE (plans being undertaken by Wilton Developments) has started work on its North Orbital Estate development in St. Albans, Hertfordshire.

The estate will provide single-storey warehouse and industrial buildings and will be built on 10-acre in four phases. Construction work on the first phase is under way.

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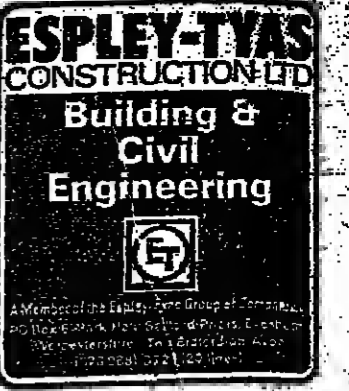
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# Building and Civil Engineering



## £12m. awards to Henry Boot

CONTRACTS approaching £12m. have been won by Henry Boot Construction.

Largest of the jobs is worth £7m. and is for the construction of the second phase of Preston District General Hospital for the North Western Regional Health Authority. This contract calls for a seven-storey building to house operating theatres, a paediatric ward and 15 general wards each to contain 23 beds. Associated with this block will be a single and two-storey building to accommodate an intensive care unit and specialist wards. The multi-storey part of the main ward block will have a reinforced concrete frame with brick cladding. The one and two-storey building will be steel framed with brick and block cladding. Included in this contract are link corridors, plumbing and sanitary services, mechanical and electrical engineering services, external works and drainage. Architects are Charles B. Pearson, Son and Partners.

At Sinfen Moor, Derby, Henry Boot is to construct 250 dwellings for Derby Borough Council. Included in the over £2.1m. contract are five 4-bedroom, 112 3-bedroom and 56 2-bedroom houses. 86 2-bedroom flats, a common room, children's play area, drainage and other services. Architect for this job is W. S. Beswick. For the City of Glasgow District Council the company is carrying out the £1.9m. rehabilitation of tenement houses in Hathaway Street, Glasgow. Internal reconstruction of 393 houses is being undertaken to form 233 finished homes. Some ground floor dwellings are being converted to shops and some existing shops are being upgraded. Externally, stonework is to be cleaned and renovated, roof gables replaced with tiles and the area landscaped. Architects are McAllister Armstrong and Partners in association with the Director of Architecture and Related Services, Glasgow.

## College in Cambridge

IN A joint venture, two local contractors, Johnson and Bailey and William Sindall, are to construct the new Robinson College in Cambridge. The contract is worth £7.3m. The site in Grange Road has already been cleared and it is expected that work will start soon with a view to completing the job by the autumn of 1980. Design architects are Gillespie Kidd & Coia, executive architects are Fewster and Partners and the quantity surveyors Davis, Belfield and Everest. Ove Arup and Partners have been appointed consulting structural engineers and Oscar Fisher and Partners as consulting services engineers. This is the first time the two contractors have worked together on a major project. Sindall recently completed the Museum site contract in Cambridge (now the Department of Zoology, Department of Metallurgy and the University Computer Laboratory) in consortium with Trollope and Colls.

## £8m. transport projects

CONTRACTS worth almost £8m. in connection with public transport projects in Glasgow have been approved by Strathclyde Region's highways and transportation committee.

F. J. C. Lilley (Contractors) has won a contract worth over £5m. for the construction of the Argyle Street rail station which is being built as part of the Argyle Line. The contract for civil engineering works for the Buchanan Street underground station has gone to Balfour Beatty Construction (Scotland) and amounts to £262,339, while a similar contract for St. Enoch station worth £803,165 has been awarded to John Mowlem. Kelvin Construction Company of Glasgow enters the scene with an award worth over £1.3m. for the modernisation of Larkfield bus garage.

Another 694 houses will also be modernised for about £2.9m. at Carrymore, Glasgow. Three other contracts are for road, bridge and surface coat paving works.

A 1,300 metres long road—Farington Link—near Leyland, Lancashire, and a bridge to carry the new road over the main London-Glasgow rail line, will be built under a £928,000 contract for Central Lancashire Development Corporation. At Burnley, Lancashire, work has started on the £130,000 reconstruction of Whittlesfield Street Canal Bridge, spanning the Leeds and Liverpool Canal. Civil engineering and building work totalling more than £249,000 is to be carried out for the National Coal Board, North Yorkshire area, at Allerton Bywater. It includes constructing 70 metres of new drift along cut and cover techniques.

## Facilities for staff

A £350,000 contract to improve facilities for Harvey Nichols staff at its Knightsbridge (London) store has been awarded by Debenhams to Holloway White Allom, part of the Laing Group. Work has just started. Designed by London architects Ketley Gould and Clark, the work includes providing two canteens, kitchens, rest room and ancillary accommodation.

## Offices and workshops

SOUTH EASTERN Electricity Board has awarded Norwest Hoist a £2.1m. contract for an office block, workshops, and store buildings in Portland Road, Hove, Sussex. Also included are ancillary works such as large paved areas, drainage and retaining walls. The office block will have glass reinforced plastics cladding. Architects are Morgan, Carn and Partners and consulting engineers L. G. Mouchel and Partners and Sir Frederick Snow and Partners.

## £3m. homes contracts

THREE housing developments worth over £3m. have been started by Rowinson Constructions of Stockport. At Astley Park, Chorley, Lancs, the company is building 90 houses and 16 flats at a cost of £1,05m. while at Top Valley, Nottingham, it is constructing 142 houses under a contract worth £1.4m. The third job is in Harrogate Road, Reddish, where 45 houses and 26 flats are being built for Stockport Housing Authority at a cost of £885,000.

## £1m. contract for roads and sewers

Victoria Wood Dev Corp Inc., and West Hill Redevelopment Co. Three other contracts together worth over £1m. have been won for underground utilities for Aldritt Developers and Letourneau Homes, Edmonton, and for North American Life Assurance Company at Burlington, Ontario, and a water main for the Municipality of Durham, Ontario. Four gas turbine units will be housed in clad steel-framed buildings on piled foundations. As reported last week, John Laing is to build a 197 feet high chimney for this station which will be used at peak demand periods.

## Building a power station

THE Central Electricity Generating Board has awarded Kier a £2.8m. contract for the construction of a 280MW power station at Hayea, Middlesex. Four gas turbine units will be housed in clad steel-framed buildings on piled foundations. As reported last week, John Laing is to build a 197 feet high chimney for this station which will be used at peak demand periods.

## Long list of jobs for Astbury

WELL OVER £5m. worth of contracts have been gained by A and R Astbury. Among them are extensions for Bowmaker (Plant) at Cannock (£437,770), and work at Granville School Swadincote, at a rental health centre and at Sinfen Community School for Derbyshire County Council for a total of £317,623. Other jobs are at Hagley Park a cost of nearly £2.18m.

## £6½m. tasks ahead for Fairclough

SEVERAL contracts, with a total value of about £6½m., have been won by Fairclough. In Glasgow, the company is to convert property in the Oatlands area and create 280 modernised homes for the District Council at a cost of nearly £2.18m.

## £3m. coal plant

DESIGN and construction of a coal preparation plant at Silverdale colliery, Newcastle-under-Lyme, is to be undertaken by Simonace, a Simon Engineering company. The contract awarded by the National Coal Board, is worth £3m. The plant will wash and grade raw coal up to 125mm, at 230 tonnes an hour and will then crush it for use by power stations. Work will start in May and is due for completion in September next year.

## IN BRIEF

- Another piece of Newcastle Metro work has gone to John Mowlem with the award of a £163,166 contract for the construction of the roof for St. James Station. This follows the earlier award of contracts to build the £8.2m. Byker section.
- A £4.8m. tunnelling contract for the Manors Station to St. James Station section.
- Lesser Building Systems has obtained an order from the Metropolitan Police for the development and construction of a two-storey administrative centre for 300 traffic wardens at Heathrow Airport.
- Thomas Melnerney and Sons is to build 61 dwellings for the London Borough of Hammer-smith under a £898,000 contract.
- Unit Construction Company a member of the Alfred Booth Group, has been awarded a £306,751 contract to build 48 flats and 15 houses for the City of Bradford Metropolitan Council.
- Work on a £150,000 contract for an extension to almshouses in Maidstone Road, Rochester, Kent, owned by the Richard Watts' Charity of Rochester, has been started by G. E. Wallis and Sons.

## Change of name

THE Engineering Services Division of John E. Wiltshier is in future to trade as Howfield Engineering. Annual turnover of the Division has been around £4m. derived from electrical, mechanical and plumbing work as well as from production of metal fabrications. In its new role as Howfield Engineering it will additionally offer a security consultancy service and produce intruder and fire alarm systems. Wiltshier's headquarters are at Wrotham Heath, Sevenoaks, Kent.

## Canadian work for Wimpey

GEORGE WIMPEY Canada has won five contracts totalling over £5.6m. This brings the total major contracts awarded in March to £16m. for the Canadian company. Largest of the new jobs is for the Ministry of Transportation and Communications for a section of Highway 404 in Toronto, Ontario. This is worth £3.8m. At Scarborough, Ontario, a W.I.

## Big plant orders

ORDERS for four-wheel drive loading and articulated loaders worth £1.1m. have been secured by F. E. Weatherill of Selwyn Garden City, Herts. The orders have all been placed by companies in the Gulf area and it is hoped to start deliveries in August and complete them in the spring of 1978. The loaders and shovels will be used in sandpits, quarries, in road-making and for general contracts.

## Mixed bag of jobs

RUSH and Tompkins Civil Engineering has won a £430,000 contract from Telford Development Corporation for half a mile of new road, a bridge over British Rail's Madeley branch line and a pedestrian gateway. Smaller awards include a cable crossing under rail tracks at Clapham Junction (£12,000) and exploratory work on a railway bridge abutment at Cannon Street, London, for British Rail Southern Region. For Bracknell Development Corporation the company is constructing a timber footbridge over a lake (£20,000).

## Renewed warning of corrosion risk

THE BRITISH Standards Institution says it has consistently advised against the use of calcium chloride in prestressed concrete to accelerate hardening. It points out that its 1972 code CP 110 (Part 1) specifies that calcium chloride should never be used in 'pre-tensioned' prestressed concrete, nor in the main concrete of post-tensioned prestressed concrete, unless there is an impermeable and durable barrier, in addition to any grout between the main concrete and the tendons. Precautions to be taken when using calcium chloride to minimise risk of corrosion of any embedded metal are also outlined. Publication of the amended structural use of concrete is expected soon.

## New homes for old

AT a cost of about £700,000, Tarmac is modernising 265 homes in the Priory East area of Dudley, West Midlands. Both structural and service alterations are called for: kitchens will be brought up-to-date as will bathrooms. When this job is completed by the end of August total value of this type of work carried out for Dudley Council will exceed £2m.

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WORKING ABROAD BY DRYDEN GILLING-SMITH EXECUTIVE HEALTH BY DR. DAVID CARRICK

Tax boost for export earners

THE NEW rules on the taxation of earnings for work done abroad... The new rules on the taxation of earnings for work done abroad...

taxes on non-residents. Certain companies have found that putting U.K. executives on the boards of one of their western European subsidiaries has cost much more than originally supposed.

Difficulties of diagnosis

ONE OF the most difficult problems encountered by medical students is taking case-histories from patients. The questions he has been taught to ask are pertinent and are designed to help the patient. And, so long as the latter is neither too withdrawn in a shell of fear, nor hostile, nor, worse still, odiously eager and garrulous so that he may drown the questioner in a magnum of malades, then the answers should enable the making of a tentative diagnosis.



and, although relieved by antacids, passes off anyway after a further hour or two. The patient is a poor colour, and frequently awakens him in the early hours. Unlike the gastric variety, this pain does not go on its own but remains until food is taken — which procures immediate relief.

Document

Last December the Inland Revenue circulated a document for discussion and in that a minimum of 30 days consecutive overseas work was proposed as a threshold for this special tax treatment.

There are a number of reasons for this. First, a hitherto been for their largely uncharted territory. It is sometimes overlooked that certain countries also levy personal

Contracts

There are various forms of sophisticated split contracts that have been developed whereby executives sent full-time to such countries need only be paid the money they need to live on in the country where they are currently working while the rest of their earnings and all the sums required for pension rights build up under a separate contract (possibly covering a different period of time) with the Swiss service company.

Problem

Another problem comes with the question about pain. "How long have you had the pain?" one asks. "A tidy while," comes the answer. Patiently one asks whether that means hours, days, weeks, months or even years, to which one is often rewarded with "No, I would say it were a tidy while."

New drug

Treatments from antacids to surgery have been used for many years. Recently, however, a new drug, Tagamet, which reduces acid production instead of merely neutralising it, has proved very encouraging in the management and even cure of a disorder which afflicts upwards of 5m. Britons.

Molins makes headway with design award

THE DECLARED aim of the Molins design award for engineering students is to bring the universities closer to the industry and over the past three years it seems to have achieved a fair degree of success. To-day they claim that their award is having some impact on engineering departments in universities and polytechnics. They say the number of entries received each year is increasing rapidly, with general standard improving enormously since the competition was first started.

the wealth producing sectors of industry. Molins followed up the subsequent careers of previous prizewinners and was appalled to discover that few had gone into commercial manufacturing, most having opted for academic life or for some form of Government service.

Problem

But questions such as these are of importance, however stupid and exasperating they may seem to the impatient sufferer. The nature and timing of pain, for example, are both highly significant in the differential diagnosis of chronic peptic ulcers which tend to awaken in springtime like unwelcome weeds in the gastric garden.

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From left: Sir Douglas Wass, Permanent Secretary, and two of his departing colleagues, Sir Derek Mitchell (joining Guinness Mahon) and Mr. Alan Lord (joining Dunlop); Mr. Leo Platky, in charge of public expenditure, and Sir Bryan Hopkin, Chief Economic Adviser.

A shortage of strategy

The Government's commitment to legislate for direct elections to the European Parliament during the current session of Parliament, will, as the White Paper published last Friday rightly points out, raise important constitutional issues.

Grotesque

There is a case for a dispassionate exposition of the alternatives. The traditional first-past-the-post electoral system magnifies the effect of national voting swings, and in very large "European" constituencies would tend to produce grotesque results.

It does not have all the time in the world, however, and its ostentatious determination to remain non-committal on virtually every issue of principle can only reinforce the impression that if it were not for the Liberal Party it would not do very much to live up to its commitment to the other Community governments that it would use its "best endeavours" to pass legislation in time for the first elections to be held in May-June 1978.

General Geisel in difficulty

THE DECISION of General Ernesto Geisel, the President of Brazil, to close down Congress indefinitely reflects the growing political and economic difficulties which his government faces.

Support The two political parties allowed to function in Brazil, the National Renewal Alliance (Arena) and the Brazilian Democratic Movement (MDB) were both created by the military after they had closed down the traditional political groupings.

The Treasury under fire

By PETER RIDDELL, Economics Correspondent

THE Treasury has recently faced criticism of an intensity unusual even for such a traditionally friendly department, and major questions have arisen about both its future leadership and structure.

Accepted by Ministers. But there is an obvious ambiguity about the position of a department presenting within Whitehall the attitudes of creditors and overseas governments whose views on, say, public spending, differ from those of most Ministers.

Important errors

But it is possible to identify at least three occasions last year when there were specific and important errors of economic and financial management—the clumsy handling of markets on March 4/5 when sterling fell below \$2, the slow reaction to the accelerating growth of money supply last summer, and the September and early October sterling crisis.

MEN AND MATTERS

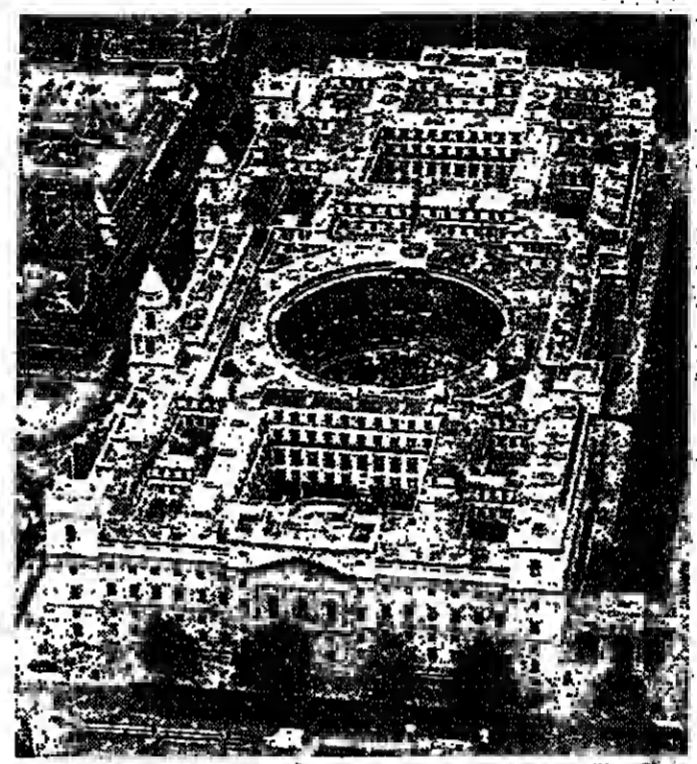
Whitehall's new boffin

AT A time when early retirements from Whitehall, and particularly the Treasury, have been raising eyebrows it is as well to remember the old saying that a change is often as good as a rest and also that Whitehall attracts as many Mandarins as it does.

Common touch

As the new prices legislation begins its passage through Parliament to-day with the publication of the Price Commission Bill, someone at the Department of Prices will have to decide just who exactly is going to serve on the new Commission.

ment in 1968 following the Fulton Report, and the major internal Treasury reorganisation of 1975, which expanded the industrial side and the Central Unit with its enhanced co-ordinating role.



The Treasury citadel.

phor is thought appropriate for a Whitehall debate — by the evidence of Sir John Hunt, the Cabinet Secretary.

well documented, the magazine soon became a thorn in the side of the more sensitive members of Brazil's successive military governments. It backed up its own coverage of domestic events by carrying a good deal of syndicated articles from the Washington Post, the Guardian and Le Monde.



"It's from Mr. Callaghan, it says 'It's better to travel hopefully than to arrive'."

Opinionated

General Ernesto Geisel's weekend crackdown on the opposition in Brazil has claimed some unlikely victims. One of the most important is Fernando Gasparian, a textile magnate turned newspaper editor.

Persuasive

"Read Your Bible" counsels a poster outside a Hampshire church. On it some wag has written: "Genesis is good for you."

surely always involves both. There is also nowadays an increased interest in looking at aspects of overall policy such as income distribution, transport and housing which involve both tax and expenditure and which can be examined better without the need immediately to reconcile departmental differences.

Disadvantages have in part appeared because the close personal contacts between the expenditure and manpower side have inevitably diminished over time following the 1968 division. It is certainly the view of some of those involved with running the manpower side that the total knowledge of the whole expenditure system, and consequently efficiency, would be increased by a merger.

Political factors

These are all powerful arguments for leaving the Treasury alone, and not least important is that any further changes, after pay and management, would involve heavy transitional costs in terms of efficiency. This is an obvious drawback to disturbing the Treasury's structure, but even within the present broad structure, the Treasury still has quite some way to go to restore its previous standing.

From the Treasury's standpoint there is also the crucial question whether, given the size of the public sector, a split would damage the management of the economy by separating the responsibility for controlling expenditure from responsibility for raising taxes to finance it.

On the other side, the view is that public spending issues, such as the pricing policy of the nationalised industries, are closely linked with fiscal and other policies and that the preparation of any package of measures always involves both.

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# FINANCIAL TIMES SURVEY

Monday, April 4 1977

السعودية والخليج

## UNITED ARAB EMIRATES

# DUBAI

With laissez-faire approach to business, Dubai is the trading centre of the UAE, as well as a major oil producer. But development is making for a complex economy.

### At the centre of the action

Anthony McDermott

THE UNITED Arab Emirates now into the sixth year of its existence can look back with some satisfaction at the way a nation is being gradually welded together out of seven small traditional fiefdoms with a common background but different characters, and led by independent-minded rulers.

The heart of the union lies with Abu Dhabi and Dubai, which are bound together, like the other Emirates, by similar traditional forms of government and local interests and alliances.

Abu Dhabi is conspicuous of being the capital, and the richest emirate, sustaining the others with its wealth, and while it has taken on the trappings of bureaucracy, Dubai is, by contrast, the cosmopolitan trading centre of the UAE, priding itself in its lack of red tape, and its ability to get projects started and completed swiftly. It has had wealth longer than the other Emirates—first through trade and then from oil—and as a result the twin towns of Dubai and Deira on either side of the Creek have a more sophisticated and identifiable atmosphere than other cities in the Gulf.

These sorts of differences have inevitably spilled over into direct competition within the economy of the UAE. In addition, the federation has been form of a threat—ultimately withdrawn—by border problems, especially, with Saudi Arabia.

and tribal disputes, inherited from the days before its formation. Nevertheless, a sense of common identity is continuing gradually to develop, eased along by the establishment of federal structures, and by the emergence of younger, educated generations whose allegiance will eventually be to the UAE first, and the emirates second.

Both Abu Dhabi, under its ruler Sheikh Zaid bin Sultan al-Nahyan, and Dubai, under Sheikh Rashid bin Said al-Maktum, its ruler since 1958, played key roles in the negotiations which led finally to the formation of the UAE. In January, 1968, Britain announced that its troops would be withdrawn from the area by the end of 1971.

The following month, Sheikh Zaid and Sheikh Rashid, former foes, issued a communique announcing the establishment of a union, and called on the other five Trucial States and Bahrain and Qatar to join. Progress in the series of meetings in the following years was slow and often held back by rivalries.

Eventually, Bahrain and Qatar went their own independent ways.

### Predominance

On December 2, 1971, six of the UAE, and states formed the UAE, and Ras al-Khaima joined in February the following year. The Ministry, one of the more successful federal organisations, states is illustrated by the fact that in the last 22-member Cabinet formed in January, with Sheikh Rashid as Prime Minister, citizens of Abu Dhabi were allotted eight posts and Dubai three.

In the 40-member National Council, both Abu Dhabi and Dubai have eight members.

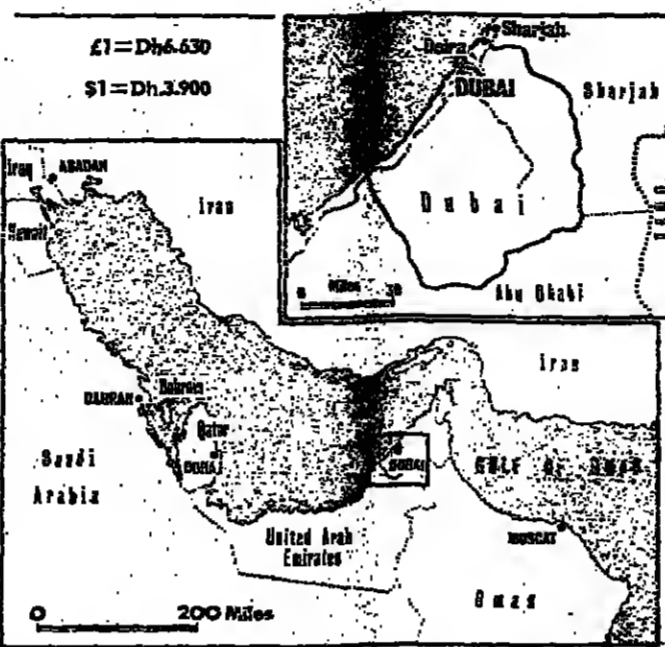
end—not to stand again as president. One issue was the question of contributions to the federal budget. Abu Dhabi regularly provides close to 98 per cent. to the funds, and the rest comes largely from Dubai.

Sheikh Zaid finally obtained from each of the rulers agreement in principle to a contribution, which according to some sources, should be as high as 50 per cent. of their individual incomes. In practice, Abu Dhabi is likely to continue bearing the main load, with token help from Dubai and Sharjah. Officials in Dubai argue that they see no point in contributing to support an overinflated civil service manned by expatriates in the capital, and that through their trading role and heavy investment in development, Dubai too is making a substantial overall contribution to the federation.

The fact is that Dubai benefits considerably from membership of the UAE. For a start, it is spared through the Foreign Command areas). Above all, although Dubai's earnings are sufficient for its own development, in the end, its backing comes from Abu Dhabi's considerable foreign exchange earnings.

The fundamental problem for the UAE at this stage of its development is that there are certain limits beyond which the central government cannot go in imposing its control. If the present generations of rulers are to retain authority and thereby Dubai very much permits Dubai to run its affairs in its own individual style. In return, Sheikh Rashid, who was re-elected Vice-President last November, plays his part, seeing Sheikh Zaid off at Abu Dhabi before his official visit to Yemen in mid-March. Last November, Sheikh Zaid opened Sheikh Rashid's big long-term economic project at Jebel Ali; even though Abu Dhabi has a rival industrial centre planned at Raswa.

Among inherited problems, Dubai's border dispute with Sharjah is currently the most persistent. It arose again when Dubai raised a claim to the land on which Sharjah is building the ambitious Charles de Gaulle financial centre. The inability of Dubai and Sharjah to find a solution contributed



to Sheikh Zaid's reluctance to stand again. Sheikh Rashid and Sheikh Sultan bin Mohammed el-Qasbi, Sharjah's ruler, announced last October that the principle of a settlement had been found, but the practice has been different. Work on the site has been halted since last August, and currently the assessments of three European lawyers of the rights and wrongs of the issue are awaited.

Dubai is still run very much directly by Sheikh Rashid the ruler, and the Emirate's progress under his leadership has been distinctly impressive. Within this community he is not only chief sheikh of the ruling Al Bu Falahash section of the Bani Yas tribe but also the Emirate's most important merchant. In addition to his ruling authority he clearly has a profound grasp of the intricacies of trade and international finance. His laissez-faire approach towards business has made Dubai highly popular with foreign companies, amongst which British organisations play a leading role.

### Popular

Both the Ruler and his style of Government are highly popular in Dubai. But it is inevitable that this form of rule will have to evolve. This is not because, at the age of 70, there is any visible lessening in the energies and interests of Sheikh Rashid, but because the passing of time, the influx of money, and the movement of economic development away from exclusive dependence on trade and oil towards industry have made the emirate more complex to run.

As a result, an element of delegation has been introduced, most noticeably through the municipality, which is responsible for most services and which awards some contracts, and whose budget has proportionately risen enormously. Nevertheless, the Ruler remains in control not only of the municipality's budget but also makes the main economic decisions and awards the major contracts. Hitherto, the Ruler's judgment on which companies should carry out the important development projects has been impeccable, and this has undoubtedly contributed to Sheikh Rashid's ability to raise loans without competition. Dredging began on the port of Jebel Ali six months before the final contract was signed.

then contracts—as in some of the cases for Costains and Bernard Sunley—were awarded from abroad. But the chances of delegation expands and projects move from the fundamental infrastructure and established profit-making schemes to industries dependent on the vagaries of the world market and competition within the region.

It is in character that formal administration is kept to a minimum. There are modestly staffed departments dealing with immigration, the customs, police, oil and the main public services, but the chief institution is the Municipality and its 30-men council, appointed by the Ruler. He prefers to keep himself easily accessible to his subjects and foreigners alike sitting for many hours a day in the corner of his majlis, beside a single telephone, in his distinctly unextravagant palace overlooking the hustle of sea trade in the Creek.

### Popular

Inevitably, the character of the emirate is beginning to change. It is still one of the most agreeable Gulf States for foreigners to live and work in. Because Dubai has been for so long an international trade centre, foreigners from the Arab and Asian worlds and Europe have always felt at home there. Dubai has none of that atmosphere of xenophobia that can be traced in other Gulf cities, and although there has been the occasional bout of labour unrest among Indian and Pakistani workers, foreigners have had far freer access to making money than elsewhere. But some difficulties are apparent. Dubaians form about 20 per cent. of the official population of over 200,000. This proportion runs the risk of becoming smaller as development requires more labour from abroad. Dubai's rapid expansion has also imposed severe strains on its services. Hotel rooms and ordinary accommodation are scarce. The Municipality is clearly worried about its ability to match the demands put on its services. Town planners are thinking, too, of Dubai expanding to something like four times its present levels, and the development of an industrial enterprise on the scale of Jebel Ali will make further enormous social and infrastructural demands.

The interests of the merchant class are changing too. Although trade is still an essential sector, the inflow of oil money and the decision to create industries should carry out the important development projects has been to show their adaptability, which is being taken up. For

CONTINUED ON NEXT PAGE

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# DUBAI II

Dubai has a long trading history — it could have survived on this alone, without oil—but it has always maintained its individuality. Though this is not always desirable in a federation, its oil power is giving it the strength it needs to implement its own economic plans.

## The economy

DUBAI HAS been more fortunate than many Gulf states in having developed over a long period an economy based on trade to which oil revenues came as a recent and welcome bonus. The pre-eminence of Dubai as a port dates back to the beginning of the 20th-century, and its overall economic growth until the 1950s was largely unexceptional. But Sheikh Rashid late in that decade had the foresight to begin the expansion of the harbour and the dredging of the creek which enabled Dubai to become the foremost centre for imports, exports and re-exports.

Since 1870 alone, the value of trade in and out of the country has increased tenfold. Even without oil revenues, Dubai would probably have been able, by keeping pace with trading requirements as oil wealth hoomed in the area, and in particular in Abu Dhabi, and by being more competitive than other ports in neighbouring countries, could have kept up a consistent and reasonable level of prosperity.

The discovery of oil, and since 1970, the flow of income on an increasingly large scale not only underpinned Dubai's role as a trading centre and fuelled its position as a financial market, but opened the way to

	1974	1975	1976
Dry fish	6,767.1	1,174.6	5,221.4
Steel scrap	587.3	2,871.3	887.7
Dates	2,182.3	2,171.0	842.5
Hides and skins	4,582.2	1,102.3	514.8
TOTAL	14,791.3	8,881.6	7,576.5

a third and longer term phase: the development of industry and services. This is the most controversial stage of development for speculation abounds as to whether the massive drydock will ever have its capacity fully used. Each of the key projects in the Jebel Ali industrial area about 20 miles south of Dubai—the aluminium smelter, the LPG plant and the cement factory outside could suffer from insufficient markets, or even a shortage of power to run them.

Nevertheless, the record of Sheikh Rashid with his instinct for the viable has yet to be faulted. In addition, his direct approach to the awarding of contracts has had the result that they are often finished well ahead of time, and this gives him an edge over his rivals in the UAE. He personally, and Dubai, are regarded as good loan risks.

Between October 1967 and September 1976, Dubai raised foreign currency loans for projects which included Port Rashid, the hospitals, one tunnel under the creek, the development of the Corniche, the drydock and the cement plant, totalling about £350m. In January this year it raised a further £202.4m. for the aluminium smelter. The consensus is that Dubai is not yet over-committed. Projects are increasingly carefully scrutinised, but Dubai, in the words of one well-informed financier, "is still good for loans worth hundreds of millions of dollars, but not 1bn."

Oil revenue has clearly become increasingly vital in helping the development programme of the Emirate. There is no formal, detailed economic plan, but the need to build up infrastructure, and labour requirements—mean the main projects largely selected themselves. Thus those main projects were either connected with developing Dubai city or related processes such as the port, and a drydock.

Oil revenue has made a new generation of industries possible. The Government of Dubai last year listed its major development projects—not all of which have gone beyond the study stage as: a natural gas plant and refinery; an aluminium smelter; a steel factor; the dry dock; extensions to Port

Rashid, and to Dubai airport; the International Trade Centre, a 600-bed hospital and extensions in Rashid Hospital, dredging and reclamation of the creek, housing schemes, bridges and improvements to the water and electricity supply. They were to cost a total of Dh.11,250m.

As the Ruler is paying cash for several of these projects, his income is likely to be heavily committed. Furthermore, Dubai does not invest extensively abroad. According to the Currency Board, foreign investment by commercial banks has risen steadily but un spectacularly from Dh.3.1m. in December 1973 to Dh.16.2m. in September last year.

**Expenditure**

Current expenditure is channelled mainly through the Municipality. It reflects the increasing transfer of the responsibility for services and certain infrastructural contracts that its budget has risen from Dh.40m. in 1975 to Dh.635m. last year. This year it is to rise by 8.8 per cent, to Dh.1,174m. of which over 70 per cent, Dh.861.1m., is to be spent on "continued and new projects," mainly roads, buildings and parks.

At the same time, the Ruler keeps a close interest in the spending of the Municipality. In 1976, it managed to spend only Dh.233.9m. or less than 40 per cent of the budgeted total, and the financing is done on the basis of allocations from the Ruler when the overdraft at the National Bank of Dubai becomes too large or when finance for a particular project is required. Thus in 1976, Sheikh Rashid paid out to the Municipality Dh.107m., or less than half of what it spent.

Dubai's reluctance to contribute extensively to the Federal budget (amounting to Dh.14.5m. this year, three times last year's) stems in part from the feeling that it largely runs its health and education services adequately by itself. After the difficulties in the Federal government last year, the Federal Supreme Council in November, included in its decisions a request to all emirates to contribute to the federal

budget for 1977. One source put Dubai's contribution last year at Dh.150m.

Part of the rise in the budget is explained by the shift of defence and telecommunications to federal control (in addition to expenditure on health, education, information and foreign aid).

If this trend towards centralisation continues, it will become harder for Dubai to argue against more than a token contribution. It makes increasingly credible the claims by some officials that, because of its present and development commitments, Dubai does not have cash to spare either on the basis of a lump sum or a contribution of set percentage of revenues.

The Ruler's informed approach to business has not produced considerable benefits for Dubai. It is possible to quantify the gradual changes in direction that the economy is taking away from trade and more towards manufacturing and industry. In September 1975, while bank credits to residents went 61 per cent to trade, 15 per cent to construction and 5 per cent to manufacturing. One year later the credits in trade had fallen to 56 per cent, while those to construction and manufacturing had risen to 17 and 6 per cent respectively.

There are signs, however, that closer control over the economy may be required. It is reckoned to be running at 25 per cent. The dirham crisis in February pointed up the fact that in an overbanked system like the UAE, some of the more irresponsible elements of the community were to be found in Dubai. There was concern about the effects on the business confidence if one of the weaker banks were permitted to collapse.

The dirham crisis and the recent sponsoring by local merchants of "new banks" whose licences were approved first by Sheikh Rashid and then by the Currency Board in Abu Dhabi (despite a two-year moratorium announced last May against the establishment of new banks) confirms that Dubai's main concern is to run its economy very much according to its own rather than federal calculations.

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### Organisation

Morean Grenfell, which has organised almost all Dubai's major loans, calculated before the smelter loan, that Dubai's debt servicing repayments would amount to \$40m. in 1977, which has gone beyond the reach of a peak of \$176m. in 1973, and thereafter tail off to \$106m. in 1981.

These should be easily controllable debts. But the fact is

	1974	1975	1976
Saudi Arabia	20.63	45.23	294.78
Iran	80.25	208.65	243.63
Qatar	28.30	62.18	190.01
Oman	61.44	109.90	123.66
Kuwait	22.19	43.73	50.43
Bahrain	17.48	31.46	41.10
Far East	42.23	31.17	9.13
Pakistan	3.96	10.98	8.29
Jordan	—	1.54	3.67
South Yemen	—	4.12	2.58
Lebanon	4.55	5.96	2.47
Somalia	3.10	4.20	2.41
Iraq	1.62	5.18	1.46
Syria	0.05	0.78	0.83
Aden*	2.02	—	0.44
South Africa	—	—	0.27
Egypt	—	1.09	0.03
U.K.	—	—	0.02
Kenya	—	—	0.01
UAE (northern)	7.56	—	—
UAR	6.50	—	—
Singapore	0.49	0.14	—
Hong Kong	0.16	—	—
Afghanistan	0.15	—	—
Sri Lanka	0.10	—	—
Bangladesh	0.03	—	—
Spain	—	0.01	—
TOTALS*	302.13	566.63	960.20
TOTAL EXPORTS	14.79	8.83	7.58
TOTAL RE-EXPORTS	288.34	557.75	972.62

\* Adeo is the main port of South Yemen, but the statistics differ. Entabte between the two.  
† Figures are rounded.  
Source: Dubai Customs and Excise.

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**Centre**

Continued from previous page

his part, Sheikh Rashid has been entirely successful because the keen to encourage this development from trade to involvement in finance, property, contracting and industry, especially Jebel Ali. The establishment of the United Investment Company of Dubai in January with capital of Dh.300m. of which was to be available in shares to the smaller investors (not just to the government and the 40 founder-members of the merchant families) was another attempt to spread Dubai's wealth and participation in its development outside the traditional mercantile classes. It was not

entirely successful because the options of the sounder investors were snapped up by the big merchant families.

At the same time, there has developed a feeling amongst Dubaiana—invariably as the economic stakes become higher—that they, as elsewhere, should be entitled to a statutory share in enterprises set up, so that they can in future not only provide the premises for international money-making, but also can guarantee themselves a continuing share of its profits.

Anthony McDermott

هكذا من لاجل

## DUBAI III

Dubai is determined to maintain its position as the main trading centre for the Gulf region. It is by far the largest importer in the UAE and has developed as an entrepôt centre.

# Trade

DUBAI HAS been the main trading centre for the Gulf region since the turn of the century. It is thus entirely characteristic that it should be seeking in a symbolic and practical fashion to preserve this pre-eminence and take it a stage further in sophistication through the construction of the largest building in the Emirate—the Trade Centre.

The core of the complex is a 39-storey office tower, and through round-the-clock work, the builders, Bernard Sunley and Sons of the U.K., are currently approaching the 30th floor, which looks distantly down both to a conference hall with facilities for 3,500 people and a 300-room hotel. The first half, costing £56m., will be complete early next year, and is to house everything from restaurants and a health centre to an ice rink. In the second phase, costing another £54m., 500 flats are to be added. Typically, the site was personally chosen by Sheikh Rashid, and such has been the attention to detail that the building is oriented so that shading has been maximised to reduce the load on the air-conditioning system. Its role will be to make Dubai the main exhibition and forum for traders throughout the area.

Trade, until oil exports started in 1969, was the main source of revenue for the Emirate. Dubai had a natural physical advantage, the Creek, a tidal inlet on which Dubai and Deira are situated, stretching eight miles inland. Sheikh Rashid had the foresight as long ago as the late 1950s to start deepening and widening the Creek so that Umm al-Qaiwain Port has been able to keep pace with the growth in export import trade in the Gulf, cashing in on Abu Dhabi's demands, and re-exporting to neighbouring countries such as India, Pakistan, Iran and Oman, which are all in the throes of development. In addition, Dubai is attractive because of its airport, free zones and telecommunications. Above all, as a result of its years as an entrepôt centre, Dubai has developed, from the Ruler downwards, a merchant community of legendary shrewdness and sophistication.

With a population of over 200,000, Dubai is in itself a limited market. In fact, Dubai's extraordinary role is well illustrated by the fact that it imports hypothetically nearly £7,000 worth of goods for each person a year.

It is by far the largest importer in the UAE, regularly importing about twice as much as Abu Dhabi, although its

IMPORTS			
By leading countries			
m. Dirhams			
	1974	1975	1976
Japan	942.2	1,355.4	1,805.5
U.K.	576.5	1,073.3	1,539.9
U.S.	580.1	973.1	1,256.7
India	182.0	285.7	514.2
West Germany	218.5	304.1	483.4
Netherlands	97.8	177.9	279.6
France	124.8	261.7	258.0
Iran	260.2	341.0	230.0
Italy	91.5	230.3	225.5
Sweden	21.1	66.5	192.7
Hong Kong	140.3	199.0	187.8
China	167.8	211.3	182.5
Singapore	72.6	143.5	179.6
Australia	75.3	133.4	160.7
Taiwan	41.1	82.8	157.0
TOTAL	4,816.6	7,115.1	9,497.8

Source: Dubai Customs and Excise.

share of imports has slipped slightly from 71.1 per cent. in 1971 to 64.7 per cent. in 1976. Dubai relies on imports for almost all essential needs. But its imports as a whole reflect two chief trends: an increase in materials needed for economic development and vast rises in the quantities of consumer durables and perishables as a result of the higher standards of living brought by oil.

### Increased

Imports of capital goods have increased more swiftly than consumer goods. Thus in 1970 consumer goods took 57.7 per cent. of which 15.4 per cent. were foodstuffs; intermediate goods 9.6 per cent., and capital goods 25.6 per cent. Estimates for 1976 show percentages of 42.8 (9.7, 12, and 44.4 respectively.) And while manufactured goods have over the years taken a steady proportion of imports (25.9 per cent. worth Dh.248.5m. in 1970, and 25.9 per cent. in 1976), machinery and transport equipment has increased its share from 19.9 per cent. in 1970, worth Dh.190.4m. to 38.1 per cent. in 1976, and mineral fuels, lubricants and related fuels have risen from 3 per cent. worth Dh.28.7m. to 7.7 per cent. Customs duties are low, on imports or goods in transit by sea the tax is 3 per cent. ad valorem except for rice, flour, wheat, sugar, fruit and vegetables, which are free. All trans-

shipments on imports of goods the ECGD has given considerable assistance, but often the time needed to assess the ability not just of a seller but also a sub-contractor to fulfil a contract may mean the loss of contracts and hold down ultimately the level of British exports.

Besides its hold over the car market, Japan's main exports are rubber and steel products, textiles, machinery, building materials, and household and electrical goods. A major element in U.S. exports is oil-field materials. Dubai's exports are by comparison negligible, and fluctuate considerably. They consist mainly of dry fish Dh.5.2m. in 1976, steel scrap Dh.1m. (mainly since mid-1975 to Pakistan), dates Dh.800,000 and hides and skins Dh.500,000.

Until recently Dubai was famed as a leading gold trading (or smuggling) centre. It took over this role from Kuwait and Bahrain, who subsequently found oil more profitable, and in 1968 it was buying more gold from the London market than any other countries except France and Switzerland (itself a source for Dubai). This gold was sold quite legally to syndicates of merchants, who smuggled it into India. The profits, before the floating of the gold price, were considerable. In 1957 the price of gold in Dubai was \$35 an ounce and its selling price in India \$68 an ounce. About 50m. worth of gold may have been sent to India and the Far East that year. Gold exports amounted to 215 tonnes in 1971, but since then declined regularly to 13 tonnes in 1975. Last year there was a small expansion to 48 tonnes, and in January and February this year 5 tonnes were exported. Each year about 1 tonne is retained for re-export of goods (in contrast to re-exports these do not technically enter Dubai). In 1970 re-shipment amounted to a mere Dh.18.1m., but in 1975 and 1976 it was worth Dh.274.3m. and Dh.408.1m. Of this 98 per cent. in 1975 and 90 per cent. in 1976 went to Oman.

India's presence in the top five represents an increase in its exports to Dubai (mainly of manufactured goods and food and live animals) of more than double in the last three years. France and West Germany have both been increasing their shares of the market, although in the former case, after doubling its exports to 1975, it has been unable to increase its exports further. The main competition has been between U.K., Japan and the U.S. In 1970, U.K.'s share was 20.5 per cent., and this fell to 13 per cent. in 1976—the year it lost its position to Japan as Dubai's leading supplier—and bottomed out the following year at 11.9 per cent. Since then British exports have made an impressive recovery to hold 16.2 per cent. of the market last year and this improvement has bordered on the spectacular in January this year, when exports totalled £20.2m. compared with £11m. in 1976. Last year, the Dubai market alone was the third largest for the U.K. in the Middle East after Iran and Saudi Arabia. Dubai is mainly buying machinery, oil field and building materials, and household goods from Britain. But the future is a mixed one.

Britain's contractors, including Costain, Taylor Woodrow, Wimpey, Beroard Sualey, Hawker Siddeley and British Smelters, are deeply involved in some enormous projects: the aluminium smelter and associated developments at Jebel Ali have been estimated, for example, at £233m. But now these start to reach completion, the potential may be fairly limited for U.K. companies. It is feared that even though British Leyland is now off the boycott list, this company will find it too difficult to break back into a market, in which Japan holds about 70 per cent. after an absence of more than six years. Britain's companies are hampered, too, by Dubai requiring bid bonds of 5 per cent. and performance bonds of 10 per cent. among the highest in the world.

East. This puts huge strains on companies at a time of liquidity restraints.

A.McD.

### Destination

As other ports in the Emirates have been developed, and Dubai has needed to retain more goods for economic projects and the consumer market, its share of the re-exports of the UAE have fallen. In 1971, it was reckoned that 85 per cent. of Dubai's imports were re-exported. The Currency Board estimates that they accounted for 50 per cent. between 1971 and 1973, and that this was down to one quarter in 1975. The Customs and Excise in Dubai believe the figure currently is about 35 per cent. In cash terms, Dubai's re-exports worth Dh.94m. in 1970, rose thereafter about 30 per cent. a year until 1975, when the worth of re-exports, at Dh.338m., was over 90 per cent. up on 1974. Re-exports last year rose again by nearly 75 per cent. Dubai has regularly contributed an average of 90 per cent. of all the UAE's re-exports. Saudi Arabia overtook Iran last year as the main destination of re-exports, followed by other neighbouring states Qatar, Kuwait and Bahrain.

In theory, as with other federal regulations, the structures applying to the appointment of agencies in Abu Dhabi operate in Dubai. In practice they do not. It is thus sensible not to appoint one agent to cover both Emirates. In Dubai, no local partner is required, although it may be advisable, but a trading licence has to be obtained from the Municipality. In due course, it may become obligatory to appoint a local partner. The only restraint is an undertaking required of a foreign company not to take over any commercial agency already held by a local agent and to refrain from trying to undertake the import and handling of goods already represented in Dubai, whether imported direct from producing countries or from any other country outside Dubai.

Imports by category

IMPORTS BY CATEGORY		
Dirhams m.		
	1975	1976
Food and live animals	798.8	948.1
Beverages and tobacco	119.3	147.9
Crude materials, inedible except fuels	104.0	198.8
Mineral fuels, lubricants, and related fuels	568.4	732.8
Animal and vegetable oils and fats	13.5	20.2
Chemicals	292.8	356.4
Manufactured goods classified chiefly by materials	1,875.5	2,454.6
Machinery and transport equipment	2,495.3	3,614.3
Miscellaneous manufactured articles	788.6	902.1
Unclassified	67.3	122.0
TOTAL	7,115.1	9,497.8

Source: Customs and Excise Dubai. Figures rounded.

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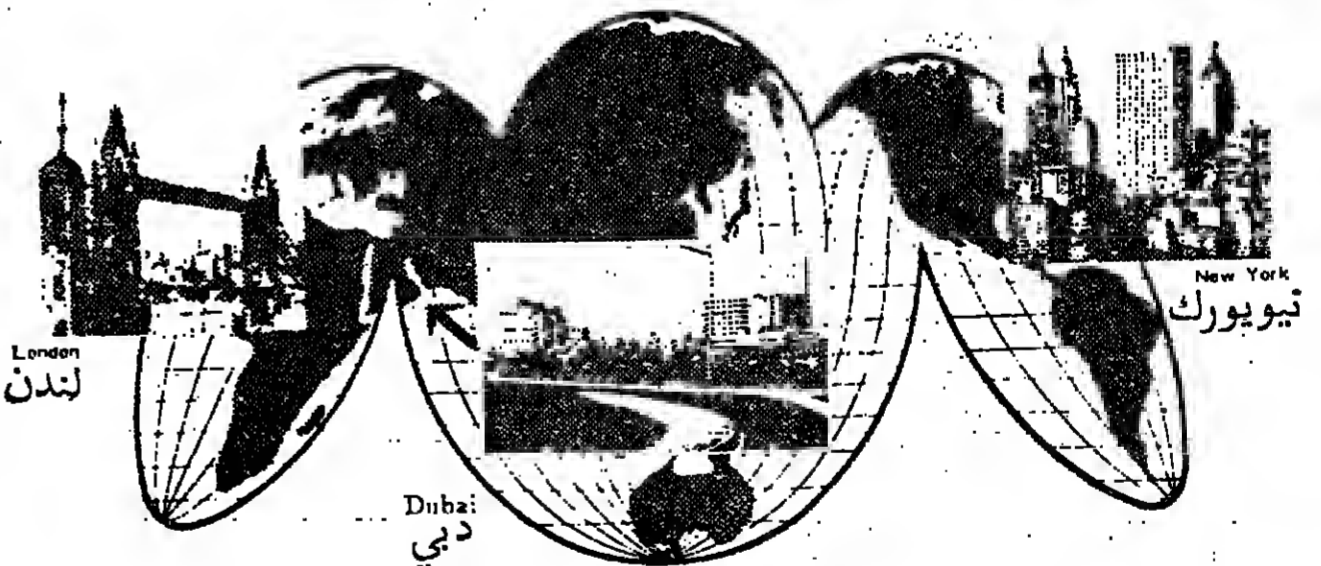
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هاتفا من الأصل

# DUBAI IV

The problem of keeping pace with growth in numbers of every kind—population, motor cars, foreign visitors—is common to most Gulf States. Dubai is succeeding rather better than some, partly because it is an old centre and partly because of strong direction.

## Environment

THERE IS little doubt that Dubai is a city under strain. Its officials admit that the municipal services are creaking, and the expatriates inevitably and ungratefully remember the hissing empty tap, the blackouts, and the telex breakdowns. But the fact is that Dubai copes far better in providing for its inhabitants than most other cities in the Gulf. Not least, this is because, as an established commercial centre for many years, it has been able to develop the city gradually. With the arrival of oil, the pace has accelerated and simultaneously problems have become more sophisticated.

The population has grown enormously. In 1958 it was estimated to be about 40,000, and at the end of 1975 the official census put it at 207,000. This represents a growth rate of about 10 per cent a year, and as considerable numbers of people enter Dubai illegally, these population figures are probably an underestimate. Town planners are working on the basis that the population of Dubai by the end of the century may be on its way to being the current size of Kuwait's, or at least about 800,000. Planners admit an additional problem; although the British company John R. Harris drew up a simple plan for the development of Dubai and Deira before 1960 shaping the layout of roads, and this plan was reviewed in 1971, it has often proved impossible to control the density of development in some areas. Furthermore, there are urgent efforts being made to draw up comprehensive data on the Emirate, because too often consultants use each others' figures, without doing original research, and these figures become "facts" through the mere process of repetition. And once new statistics have been established, it is acknowledged that development of the infrastructure—from water, electricity, telephones and "sewage" below ground to roads and buildings above—has to go forward in a co-ordinated fashion. Plans for sewage services illustrate well the proportions of the problems facing Dubai's planners. At present 37 square kilometres are served, while plans are being prepared for an area of 205 square kilometres.

During 1977, the Municipality plans to spend 178.7m. dirhans on roads.

### Smooth

The need is apparent, for although traffic jams do occur at peak hours on the whole movement in and out of Dubai and in the heart of the double city is smooth. But an estimated 20,000 new cars are coming on to the roads a year. Deira and Dubai are now linked by one tunnel and three bridges, of which the third—al-Garhnaal bridge—was opened last December. Work continues on many roads to the centre and on the outskirts of Dubai, whose basic pattern of inter-linked circles of roads radiating out from the two wedges of Dubai and Deira has served the city well, and the main developments outside are concentrated on rather more distant links with Wadi Hatta in the peninsula and al-Ain and Abu Dhabi.

As in other cities along the Gulf, accommodation for visitors is a painful problem unless bookings are made weeks in advance (and doggedly reconfirmed). It is sometimes worth staying in Sharjah and commuting in. Dubai has however plans to add 110 rooms to the existing Intercontinental hotel and by about 1979 to build four hotels with an additional 1,075 rooms. This includes a private enterprise joint venture involving the local businessman Mr. Abdul-Wahab Ghaladari, for the construction of a \$85m. complex along Dubai's new corniche, part of which will be a 475-room hotel.

Telecommunications were in March 1976 made a federal concern, and the UAE Government acquired 90 per cent in the Emirates Telecommunications Company (Emitel), with the remaining part shared between Cable and Wireless and International Aeradio, which in effect run communications as they did previously. In practice integration into the federal system has not yet taken place. But Dubai's communications are good, even though there are considerable delays in the installation of telephones, and at peak hours the system—local calls are free—becomes overloaded. The earth satellite at Jebel Ali was opened in November 1975 with 30 circuits. There are now 250, and there are plans to expand its links to Europe to Iraq, Jordan and India. At the end of 1975 there were 11 telephone exchanges with capacity for 19,600 lines, but with 14,017 connected. Telexes are an indicator of the business boom. There are currently about 1,000 machines at work, and between 30 and 40 are being installed per month. Officials reckon that they will not catch up with demand for installations for 15 months. The generating capacity of the Dubai Electricity Company, as residents complain, is not always up to the demands made on it. But capacity has been increasing rapidly. At the end of 1975 it was 132 mW, and by the end of last year it had been increased to 223 mW while demand was estimated at 166 mW. In those two years the number of consumers rose from 32,128 to 38,730, and company officials reckon that the number of new consumers will continue at the rate of between 6,000 and 8,000 a year. This year four more gas turbines are to be commissioned to increase the total generating capacity to 318 mW. By 1980 they hope that capacity will be 690 mW with demand at 500 mW. At present over 70 kilometres of overhead electricity line is under construction as part of a 132 kW transmission system to link the city with the steam generating plant (consisting of three 60 mW units linked with the desalination) under construction at Jebel Ali. Six substations—at Jebel Ali (two), Mishrif, Satwa, Deira and Hamriya—are being built at a cost of £20m. for completion in 1980.



The old and the new, modern transport in near confrontation with the traditional mode of travel.

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### Disposal

The huge expansion of the city has put serious strains on the waste disposal services. The Municipality conceded that its Health Department spends three-quarters of its energies and finances on trying to cope with collecting and disposing of refuse, and that the problems created by the population growth are being increased by the development of light industry. At present refuse is dumped and a composting process is under consideration because present disposal methods are leading to serious problems of insect-breeding. Sewage has become a priority for improvement; for it is acknowledged that facilities have become overworked. During 1975 alone, the number

of house connections to major services in mind. As a recent report produced by the London Chamber of Commerce and Industry has pointed out, as a result of rapidly rising standards of living in the Gulf, people are devoting more and more of their time to leisure. Wealth and travel has brought Dubai a more cosmopolitan approach. As a result traditional activities, such as falconry and camel racing are being overtaken by football and borse racing. Dubai is planning over the next few years, the construction of a sports city (including a football pitch, running track, 13m. gallons per day, and it is projected that by the end of 1978 Dubai will require 23m. gallons per day. By that date, Dubai will begin to approach the limits of daily extraction from the ground water supply, and its consumption for domestic use, sewage treatment and industrial use will be expanding. The desalination plant is to begin operations at Jebel Ali by the end of 1979 with three units each capable of producing 13,000 tons of water a day.

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# DUBAI V

Like Abu Dhabi and many of its other neighbour states, Dubai has a serious shortage of domestic labour—and a resultant potentially difficult immigration problem. But it is managing to cope with its large influx of foreign workers in a reasonably satisfactory manner.

## Manpower

NOT UNLIKE the traditional hunter's picture with his foot on the head of a large slain tiger, a group of Pakistanis were recently spotted in Dubai lining up to have their pictures taken against an opulent backdrop. The scene appeared to be a makeshift studio set up in some of the many hotels in the city. The local men, who are mostly from the Punjab, are being lured to Dubai by the promise of a better life. They are being lured to Dubai by the promise of a better life. They are being lured to Dubai by the promise of a better life.

There are signs that these circumstances may be changing, swiftly through relatives about nor towards intolerance but in new opportunities. Blanket visas for up to 300 people at a time can be issued, and it is the UAE citizens of Abu Dhabi, now more strictly required of a statutory percentage in any company or business set-up. Another pressure comes from Dubaians being a minority in their own emirate, forming about 20 per cent of the total population. Although they are resigned to dependence on foreign labour in almost every walk of life, (some of the very rare areas confined exclusively to Duosians are shipchandling and the hiring out of taxis and transport such as lorries, cranes and earthmoving equipment), the nature of the main economic projects is such that dependence will increase. There are, for example, 2,000 foreign workers employed on the Trade Centre, and another 2,500 on the dry dock—in both cases only for a few years. But the development of Jebel Ali is different, and there has been some criticism about the implications for the make-up of the population as a result of having to take on so many foreign workers for so long.

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**SUMMARY OF TRANSHIPMENT (Dh. m.)**

	1975	1976
Oman	267.91	366.54
S. Arabia	2.36	13.71
Qatar	1.27	16.39
Iran	n.a.	3.23
Abu Dhabi	n.a.	2.93
Bahrain	0.18	2.66
Kuwait	0.38	1.24
S. Yemen	n.a.	0.94
Nigeria	1.50	0.70
Syria	0.21	0.43
Hong Kong	0.06	0.14
S. Africa	n.a.	0.09
Pakistan	0.18	0.08
Afghanistan	0.50	—
Lebanon	0.14	—
Somalia	0.07	—
India	0.03	—
<b>TOTALS</b>	<b>274.79</b>	<b>409.08</b>

\* Figures rounded. Source: Dubai Customs & Excise.

At present, the Ruler is planning to control this possibility, at least in theory, by allowing foreign workers from Arab and Asian countries into the free zone without a visa or contract. But they would then not be allowed out of that zone unless they secure a valid contract for work elsewhere.

Precise figures for the backgrounds of foreigners in Dubai are hard to come by and perhaps not available at all. The 1968 census of the Trucial States, which gave the total population of Dubai as 65,000, said that there were between 20,000 and 25,000 Iranians (roughly 35 per cent), 12,000 Pakistanis (under 20 per cent), and between 8,000 and 10,000 from India (about 13 per cent). If the proportions have changed it is probably to increase the number of unskilled workers, who come mainly from India and Pakistan. In 1968, the number of foreign labourers was estimated at 16,000 (or about 25 per cent). In general, foreign workers fall into two groups. Those involved in administration and large scale businesses, who live on a par very much with local Dubaians; the labourers, who come at the bottom end of the social scale. Often they come for only a few years to earn enough to support their families back at home and to make additional savings. In addition to being generally without their families, these labourers are usually between the ages of 20 and 40.

The three main minorities are active in both public administration and in banks; and contribute to both skilled and unskilled labour. The Iranian merchant community is particularly active. Indians also have long involvement in seaborne activities connected with the smuggling trade. Amongst Arab immigrants, Yemenis and Omanis are found in both skilled and unskilled jobs and are often seamen on dhows. Other Arabs include Jordanians, often found in military and security roles, and Palestinians, Lebanese, and Egyptians. The last three tend to be found in white collar jobs, and of the three the Egyptians are most often the target for criticism, usually for having imported from their homeland their leaden bureaucratic methods (mainly into Abu Dhabi, Dubaians add with some relief).

Britons continue to play an influential role in the community, as consultants and professional administrators in very senior positions, close to the ruler and in the running of the social services. As many of the large contracts have gone to such British firms as Costain, Taylor Woodrow and Bernard Sunley, they are not only playing a vital role in building modern Dubai but are also themselves key importers of foreign labour. Originally there were no restrictions on immigration, but this has now become a federal concern and only last November the Supreme Council of the UAE approved tighter measures of control. The fact is that although there is a shortage of labour across the board, Dubai is generous in its interpretation of federal legislation. Identity cards or entry permits are required, and time allowed for documents to be processed. Arab workers are given preference over non-Arabs. There tends to be little difficulty in raising hundreds of workers, mainly from India and Pakistan, when they are needed. The large companies have their recruiting 500 Pakistani and Indian

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**OIL PRODUCTION**, which started in 1968, has come as a welcome boost to an economy already flourishing through trade. It has helped the expansion of development projects in Dubai and opened the way to a new generation of industry. As with many of Sheikh Rashid's commercial ventures, he follows developments in the petroleum sector with close personal attention.

The details of operations are kept behind a barrier of secrecy which, it is understood, includes withholding information on some areas from the Federal Oil Ministry. The statistical review of that Ministry, for example, contains nothing about the direction of Dubai's exports. Dubai, by announcing complete nationalisation of the Dubai Petroleum Company (DPC)—it amounts in fact to something less than that—in July, 1975, caused a dispute with the Oil Ministry because it had not been kept informed. Furthermore, by its 100 per cent "take-over" Dubai stole a march on Abu Dhabi, which has a 60:40 participation arrangement. In addition, although officials insist that there was close co-operation with the Oil Ministry and Abu Dhabi over the UAE's holding out, with Saudi Arabia against the majority for a 5 per cent increase in oil prices at the last OPEC conference in Doha, the UAE's OPEC policy was probably more the function of Abu Dhabi's relations with Saudi Arabia, rather than a closely co-ordinated position. As with most commercial operations in the UAE, Dubai tends to follow its own path, and there have been unconfirmed reports of oil sales at prices reflecting a higher percentage rise than that agreed by Saudi Arabia and Abu Dhabi and the UAE as a whole.

Dubai is a modest producer

Although Dubai's oil production does not match the volume of its neighbour State, Abu Dhabi, it is still a vital and very lucrative source of national revenue. The Emirate's problems lie in its limited supplies of associated gas, which it may have to import from Abu Dhabi in the future.

## Hydrocarbons

DUBAI OIL PRODUCTION		
	000 b/d	Income*
1969	34,236	
1970	85,812 (+150.6%)	15
1971	125,071 (+45.6%)	386
1972	152,348 (+22.2%)	530
1973	219,746 (+43.8%)	1,017
1974	241,530 (+9.9%)	3,756
1975	254,368 (+5.3%)	3,879
1976	317,337 (+24.8%)	5,174

\* Dirhams m. Source: Currency Board Bulletin Vol. 3:1 November, 1976. Calculated on the basis of monthly exports and respective posted prices. For the period 1971-73, posted prices were taken as export prices. For 1974-75 93 per cent of posted prices taken.  
† Includes exploratory and development wells.  
‡ Projection for the full year is based on 93 per cent of posted prices and ten months' exports.  
Source: Dubai Petroleum Company.

output of nearly 16m. tons U.S. It was formed initially to last year makes it the ninth largest in the Middle East. Abu Dhabi, for example, produces on average five times more oil a day than Dubai and, although Dubai has slightly closed the gap, Abu Dhabi currently earns about five times more a year from oil exports than Dubai. Dubai's income has increased five-fold since 1973. Then, according to the Currency Board, its earnings were Dh.1bn. (\$236m.). Last year, according to provisional estimates, they were Dh.5.2bn. (\$1.3bn.).

Production rose swiftly during the first years, from 34,236 b/d in 1969 to 219,746 b/d in 1973. Thereafter the rate of increase slowed until last year when it rose by nearly one-quarter to 317,337 b/d. Production seems hardly to have been affected by two fires in 1973 and 1975. The highest output in a day is, according to DPC, about 350,000 barrels, and although full capacity is somewhat higher, this record daily level is not sustainable. DPC hopes to raise production again this year but it will not be near the 350,000 b/d level. Dubai could expect an income of about \$1.5bn. this year if production averages around 330,000 b/d and prices stay at about 5 per cent up on last year's.

### Reserves

No figures or estimates are given for Dubai's oil reserves but they have been estimated at 185m. tonnes, with a life of about 15 years. Local consumption of oil is as yet small. In 1975, consumption in the northern emirates (that is all but Abu Dhabi) totalled the equivalent of 6.4m. barrels.

Pricing policy is another area veiled in secrecy. The federal Oil Ministry records that posted prices for 32 degrees API (sulphur content between 1.7 and 1.8 per cent), Fateh crude rose from \$11.195 to \$12.318 per barrel between January 1 and October 1, 1976. The Middle East Economic Survey however reported that prices from the beginning of this year had been raised, following the Saudi-UAE lower tier price trend, by 58 cents from \$11.45 to \$12.03 per barrel. In practice, the price is worked out between the Enlert and the companies of the consortium, who dispose of the crude. The destination of this crude is not published, but according to DPC, much more than half goes to the major European consuming nations. The Dubai Petroleum Company is a 100 per cent owned subsidiary of the Continental Oil Company (Conoco) of the

## Manpower

CONTINUED FROM PREVIOUS PAGE

workers employed by OTAC, is noteworthy that on both the main sewage contractors, occasions only a small proportion were deported immediately. It is a daily demand for better pay and conditions, but OTAC had refused to negotiate until a committee had been formed. The workers were afraid to take what would be a tangibly illegal step in forming such a committee. One labourer was quoted as saying and that he could not afford the 1,000 dirham deposit demanded by OTAC as a surety to prevent the man leaving without notice. Earlier in February, parts of the dry-dock project were halted when several hundred of the Indian and Pakistani labour force went on strike. About 500 were detained over night by riot police and about 30, the ringleaders, deported. It

extinguished until December when a relief well intersected the A-3 wellbore, and pumped in sea water. A-3 was capped and abandoned. The other shut-off wells were back in full production by the beginning of 1974. In July, 1975, there was a fire as a result of hydrogen sulphide gas escaping and igniting during the drilling of a production well.

On November 9 1970, a new field was discovered 10 miles south west of Fateh field. It was named South West Fateh. Production, which is transferred by pipeline to Fateh, started on October 16, 1972. In September 1973, DPC discovered a small field, named Rashid, 15 miles south of Fateh. Last year hydrocarbon shows, which still have to be evaluated, were made in a new field, named Falah, and the full commercial potential of these two fields have still to be evaluated.

A remarkable feature of the Fateh field is that it is a self-contained offshore unit, with platforms for wells, the boosting of 150 men, and separator and water injection facilities, as well as two floating storage vessels totalling 500,000 barrels. Fateh posed loading problems. It is situated 55 miles from the shore and the shallow depth of the coastal water would have made it too costly to run pipelines to onshore storage, and then back out to water deep enough for loading sizeable tankers. The solution was ingenious. Chicago Bridge and Iron constructed three Khazans (from the Arabic meaning storage), shaped like inverted champagne glasses, each holding 500,000 barrels, and as tall as 15-storey office block. They were built on shore and towed out to sea where near the Fateh platform in August 1969 and June and August the following year, they were allowed to settle on the seabed with a stem extending above the waterline. The bottomless bells contain oil which is pumped into the top and stored for offloading, using the basic scientific principles that oil and water do not mix and that oil is lighter than water.

During 1976, according to DPC, crude oil liftings from the offshore Fateh and SW Fateh fields, were 115,828,116 barrels, nearly 25 per cent up on the previous year. This increase was attributed to the development drilling programme and recovery techniques.

This inevitably makes the development of Dubai's oil expensive. In the Fateh field, where there are 38 producing wells, the waterflood plant injected last year 83.5m. barrels of treated seawater into 23 wells

in the Misbrih formation. SW Fateh had four wells treated by injection from the Fateh waterflood plant and another 23 wells injected with gas to preserve reservoir pressure, from a gas lift plant which was the largest in the world when it was installed in 1975. In 1976 it produced 100m. cubic feet of gas (most of which is recycled for reuse in the well). During 1976, three rigs carried out exploratory and delineation drilling around these two fields. Five wells were drilled, and as a result of one the Falah field was discovered.

Dubai plans now to exploit its oil in order to build up related industries. Sheikh Rashid is interested in the establishment of a refinery to handle 200,000 b/d of crude, but a study has yet to be commissioned.

### Gas

At present all but a negligible quantity of associated gas—used by DPC for its gas turbines and gas lift facilities—is flared off and wasted. In 1974 Sumitomo Oils of Canada were assigned 15 year rights to the gas of the Fateh fields. They are the contractor and Hudson Engineering of Houston the main contractor for the building of Jebel Ali of a LPG plant, which is to produce 80m. cubic feet of natural gas a day for local use at least three quarters will be used in the aluminium smelter. The \$250m. plant, which is linked to the fields by a 60-mile pipeline is due for completion in 1978, and will also produce for export initially 371,000 tons a year of propane, 261,000 tons of butane and 23m. barrels of condensate.

As plans now stand, Dubai will be using all its gas on one project, with almost none left over for other projects or domestic use. There is little optimism that more gas will be found in Dubai, and the obvious alternative source would be from Abu Dhabi which has a surplus. It is noticeable that the new electricity-generating and desalination plants, while having the facilities to switch to gas power, will be relying primarily on either fuel oil or steam, for officials are sceptical of productive negotiations taking place between Abu Dhabi and Dubai over the supply of gas. But it would be a major step towards the economic co-operation and rationalisation which the UAE requires, if Dubai were to set for and receive from Abu Dhabi the additional gas it needs to fuel its industrial development.

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# DUBAI VII

Dubai owes much of its trade pre-eminence to its port facilities. It continues to exploit the advantages of its trading position, and both the sea-port itself and Dubai International Airport are being expanded to deal with even larger volumes of traffic.

## Ports

THE DECISION of the Dubai Ruler, Sheikh Rashid, to develop a port back in the 60s has ensured the Emirate's predominant position as a trading centre, not only of the UAE but also in the Gulf. When all his experts looked askance at his ambitious ideas, the Ruler went ahead and turned a sandy beach into a nine berth port. To-day, Port Rashid, now 19 berths and being expanded by a further 18 is handling over 5m. tons a year, and its efficiency and importance is regarded enviously around the region.

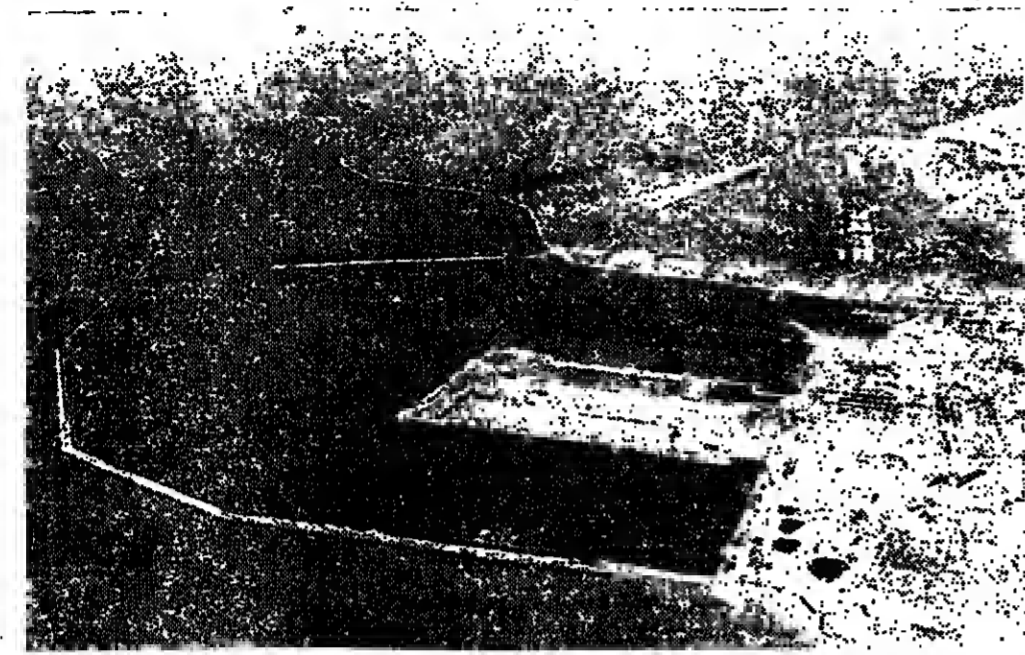
Nowadays, Dubai is a victim of its own success. Three months ago there were nearly 200 ships registered and awaiting entry at Port Rashid and the waiting period could be likened to any of the other congested ports around the Gulf. This month it is down to 61 days for general cargo, with 105 vessels outside, though of these about 50 per cent. will receive priority berthing. Dubai still remains the cheapest port in the region too, with storage rates tailored to the needs of the local merchant community. This is still true to-day despite a recent increase in rates.

Its established reputation has resulted in astronomical increases in traffic. In 1974 cargo handled amounted to 2.7m. tons but a year later it had reached 3.2m. tons. Last year's figure of 3.23m. represents an almost doubling of traffic within a two-year period, utilising the same number of berths. Additional shifts have had to be introduced to cope with the unparalleled congestion and extra handling equipment purchased. Port Rashid now works a virtual 24 hours, with breaks only for Muslim prayers.

The monthly figures reflect the same picture, for two years ago they were averaged at 263,153 tons but in 1976 traffic had gone up to 439,771 tons. This year, it is already over the 500,000 tons mark.

The major reason for the increases was the phenomenal rise in transshipment traffic, which last year went up by 567 per cent, which is a reflection of Dubai's role as a transit centre for the U.A.E. and the Gulf. Dubai is still reckoned to be handling two thirds of the country's imports. The most notable increase was in bagged cement shipments which went up by 107 per cent. In 1976, while refrigerated cargo increased by 99 per cent. Other items went as follows: general cargo 47 per cent up, general commercial cargo 51.7 per cent, vehicles 46.8 per cent, miscellaneous cargo 67 per cent, and bulk cement 47 per cent. Dubai is presently handling 23,000 cars a month, mainly from Japan.

Last month four new



Dubai dry dock in the foreground, the largest oil tanker repair and maintenance dock in the world. Port Rashid is adjacent.

berths Nos. 16 to 19 were brought into operation in Port Rashid for direct delivery cargo. There are still 18 more berths to come from the £85m. extension which is being built by Costain Taylor Woodrow and is due for completion by 1980. By the end of this year, four of these berths will be in service as direct delivery cargo berths for priority vessels.

### Extension

The major part of the new extensions will be the container terminal and the first 900 metres of the terminal are due to be handed over two years from now. When completed, the terminal will have a container parking capacity of 18,000 20 foot units stacked three high; the berths will be equipped with at least two container gantry cranes of 50 ton capacity, the contract for which is still out to tender. To the rear of the container parking lot, an area has been designated as a trailer park and for handling refrigerated units.

Dubai Port Services, which is the wholly-owned subsidiary of Gray Mackenzie and the operators of Port Rashid, say they are already handling 1,000 containers a month at berth 10 and this is expected to go up shortly to over 2,000. At the moment, the facilities can only cater for self sustaining container vessels with their own ship-board equipment. The most frequent caller is Sealand, the American container operator which stops in Dubai about every three weeks dropping about 200 containers from Europe. Other lines include Yugoslavia Lines, Barber Lines, Wilhelmens Lines and Hansa Lines which is presently run-

ning chartered container vessels to Port Rashid until its new specialised ships are brought into service in the summer. Its new vessels are being finished in the Sasebo shipyard in Japan and H.D.W. yard in Kiel and are equipped with a unique slewing ramp which can swing sideways and up and down. The ships will have a capacity of 500 containers and 2,200 metres under deck for about 180 trailers. The service will run every three weeks from Houston, Baltimore, Jeddah, Dubai, Kuwait and Banda Shappur. Hansa Lines' other service will run from Bremerhaven, Antwerp, Aqaba, Jeddah and Dubai, and both will be using the Suez Canal.

P & O Lines are also to begin a container service to Dubai this month, using their "Strath" series of vessels. Although Dubai recently increased rates, Port Rashid still remains the cheapest port in the Gulf. The rates increase was done to encourage consignees to remove their cargo from the docks, for over one million tons had accumulated. The permitted storage time has now been cut from 12 months to six, and free storage time has been decreased from 20 days to ten. Port Rashid remains a warehouse port in philosophy, particularly when compared with its neighbour, Port Khalid in Sharjah, where after 60 days the port authority have the right to dispose of goods.

Port officials in Dubai are hesitant to estimate what 1977's traffic figure could turn out to be. Another increase of 67 per cent seems unlikely, but already traffic figures show an appreciable increase in the first two months of this year. What is

certain is that the cooler traffic will grow rapidly, for port officials estimate that about one third of the cargo is containerisable. The container services and the new extension will be putting Port Rashid in Dubai into the 15m. tons a year class. And that is without Jebel Ali, the site of the new industrial port to the south of Dubai (see industrial development article).

Dubai airport is also experiencing similar phenomenal increases in traffic. Total cargo handled at the airport went up from 14.5m. kilos in 1975 to 51.8m. kilos in 1976, an increase of 599 per cent. The major part of this increase occurred during the summer months however, when Beirut airport was closed and TMA transferred a large part of its operations to Dubai. Passenger traffic during the same period went up by 40 per cent, from 987,672 in 1975 to 1.3m. in 1976. Outgoing passengers went up by 40 per cent, incoming passengers by 39 per cent, and transit by 20 per cent, a healthy reflection of Dubai as an aviation transit stop.

There are 26 scheduled airline services using Dubai airport and 10 non-scheduled, all of which are cargo airlines. Such is its importance in the region that Gulf Air makes more calls to Dubai than its home base Bahrain. So far, airport officials in Dubai do not seem concerned about the potential competition being posed by the newly opened Shajah airport. "We have most of the major airlines," said an official. Unlike Dubai, where the monopolistic Dubai National Air Travel Agency operates, Sharjah allows airlines to handle their own cargo in their own warehouse, but DNATA officials do not think this proposition will prove attractive to airlines because of the expense involved in setting up individual facilities.

### Additions

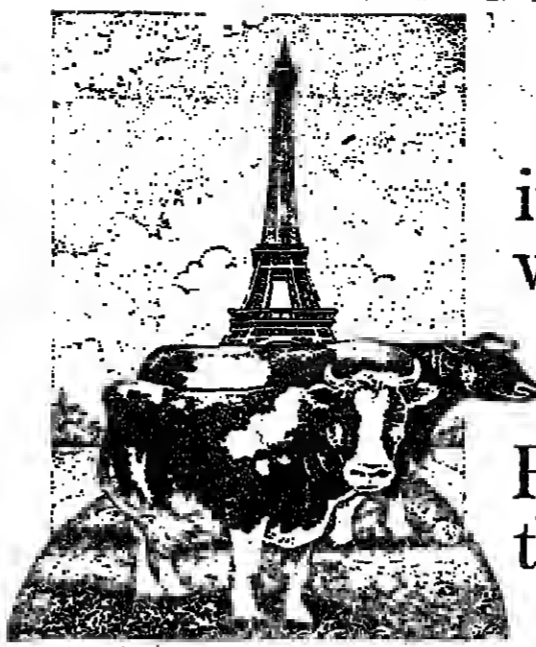
During the past year extensions have been made to the apron at the airport and the parking bay increased to accept more aircraft. Twenty new warehouses are to be added this year to the cargo area. However, little permanent additions are being made to the existing airport in view of the plans for another airport at Jebel Ali, 25 miles away to the south. "What we are doing is essentially a bridging exercise," said a DNATA official, "until the new airport is in operation."

What is to happen to the existing Dubai airport which was only built seven years ago, is not known at this moment. There are schemes that possibly it may be turned into a military airport, or rented to users of light business jets. Another possibility is that the land may just be sold off, because the site of the existing airport is now in a prime development area, barely out of the town centre.

However, when Jebel Ali's airport is built, an interesting situation will develop, for the new airport will be about the same distance from Dubai as Sharjah's new airport is. At the moment, Dubai's airport is nearer Sharjah than Sharjah's own airport. And by that time, Abu Dhabi's projected Dhbn. airport will be completed on the mainland, only 80 kilometres away from Jebel Ali.

However, in both the port and airport development plans, Dubai will inevitably come out well, despite the similar projects in the UAE itself and other parts of the Gulf region. It has an established reputation of efficiency, and that will count for a lot when every state's airport and port are completed.

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ماذا من الاصل

# DUBAI VIII

Jebel Ali is the centre of Dubai's industrial plans. A port is under construction and other major projects include an aluminium smelter, desalination plant, steel mill and a fabrication plant and possibly a refinery. A new airport is also planned.

## Industrial development



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THE JEBEL ALI industrial freezone city is to be Dubai's most ambitious scheme to date. While Abu Dhabi's own version, at Ruweis, is still under study by New York consultants and the Government, the bulldozers are already at work at Jebel Ali. The scheme is enormous in its concept, and because of Dubai's shortage of gas, diversified in its nature.

Dubai is already recognised as the commercial capital of the UAE, and Jebel Ali, in many ways, represents its bid to become the industrial centre. The whole scheme is to be financed by the Dubai Government without recourse to Abu Dhabi funds.

Except for the port itself, all projects under way at the moment are being financed externally, mainly through the City of London. Not only is the scheme economically significant within the UAE context, but its location is indicative also. Situated about 30 km. out of Dubai town, Jebel Ali extends over an area 21 km. up to the emirate's border with Abu Dhabi. The location of the new city will encourage a drift towards the south, away from Sharjah, where commercial developments, border dispute or not, will soon give the two centres the appearance of one urban sprawl. The geographical emphasis for development, both Government and private, has shifted to the Dubai side, more specifically towards Abu Dhabi.

The recently appointed town planning consultants for the Jebel Ali industrial city, of London, estimate that the current industrial projects there will create an eventual population of 400,000 people. Residential areas catering for populations rising from 90,000 to 340,000 have already been marked on the maps. Six hundred villas are already under construction there. Ethnically it may be one of the most significant cities in the Gulf, for the economies of the industries there are based on cheap (that is imported) labour. Together with Arab supervisors and Western expatriate management, it is likely that the percentage of indigenous personnel there will be very low indeed.

The lynchpin of the new city is the Jebel Ali port, where work has already started and five berths are due for completion by February 1978. The design of the port has yet to be completed and though it was originally announced there were to be 74 berths comprising 15 bulk carrier berths, 15 berths for transit, five for container traffic, 14 more general cargo berths and 25 for the Jebel Ali Industrial Freezone itself, the configuration is still under study. The 74 berths total was based on an average quay length of 200 metres, though this may change. The current port design also provides for a 10.5 mile approach channel with a water depth of 50 feet at the harbour entrance. Ships of 90,000 tons laden and 150,000 tons unladen will be accommodated in the port.

### Design

Because the design work has yet to be completed, the final price tag on the Jebel Ali port cannot yet be estimated. Originally put at Dh.3bn. for the infrastructure and dredging alone, it is not expected that the cost can be assessed before the end of this year. The price is still the subject of negotiation between the ruler, the contractors and the designers.

U.K. companies have scored a major success with the Jebel Ali port project. In an association with their local partners, the major part of the work has been awarded to British firms. Balfour Beatty, in association with Dubai Transport Company is building the berths in a contract originally estimated at over £100m. Gulf Cobia, which is made up of Costain Blankvoort and Dubai Transport is doing the dredging which is the largest contract worth over £200m. The project has necessitated the order of five new dredgers by the company, one of which has already been received from the Dutch yard of I.H.C. At the moment, there are five dredgers on site, two of which are on charter from the Great Lakes Dock and Dredge Co. of Chicago, but by the end of this year, eleven are expected to be working. Another British concern, George Wimpey with its local partner, Al Futtaim has been awarded a contract valued at over £11m, to provide rock material for the construction.

Because the design plans have yet to be completed, it is likely that the construction period will be lengthened. The contractors were virtually being asked to build a Rotterdam within four years. According to informed sources in Dubai, the

ruler was given the choice between having the whole port handed over at the end of that period, or that berths be progressively released over a 5½ year period. It is believed he has chosen the latter option. Labour for the project is coming mainly from India and Pakistan, and Dubai Transport alone estimates that it will be importing 300 more Western expatriates, 1,200 more Asians and 200 or so skilled workmen from Thailand. Its eventual workforce will total 2,000.

### Price

The largest onshore project to date is the DUBAL aluminium smelter, which when finished will be 3km. long by 1½km. wide. DUBAL is 80 per cent. owned by the Dubai Government, 7½ per cent. by the Southwire Corporation of Georgia and 1½ per cent. by the Japanese concern, Nissho Iwai, with 5 per cent. in the hands of local interests. Main contractor for the project is British Smelter Constructors, an association of George Wimpey and Selection Trust, a U.K. finance group.

The price of the project has now been increased to \$612m. to include a desalination plant. Of this, \$225m. was raised by an internationally syndicated Eurodollar loan, and the sterling part, £202m., was provided by Lloyds Bank International

a venture between the Dubai government and Ferrostaal Ag. of Essen. This \$350m. plant is still in the design stages though it is envisaged that a rolling mill will be included in the design. It is likely that finance for the project will come from German banks, backed by governmental credits.

A much smaller plant, a steel fabrication complex, is also to be built by the Cleveland Bridge and Engineering Company of Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be of the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied air-

craft at any one time. The existing terminal in Dubai is to be signed shortly with residential and light industry developments, in the town itself and nearby suburbs. Congestion is also building up, and the residents becoming irksome to outsiders. The new Jebel Ali airport will be strategically placed near the Abu Dhabi highway for speedy transit to either the capital or Dubai itself. It has been estimated that it will cost about Dm.1.5bn., more than Abu Dhabi's new international airport which is being built a mere 80 kms. away. It is likely that the British Airports Authority will be called to advise on design. This development has already stimulated interest from international hotel developers, and the first development will be by Penta Hotels (the airlines hotel group) and Dubai Transport Company, the builders of the port. According to a company spokesman, the two sides are talking of an hotel with 250 rooms upwards. Holiday Inn has also reportedly shown interest in a Jebel Ali development.

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Because the design plans have yet to be completed, it is likely that the construction period will be lengthened. The contractors were virtually being asked to build a Rotterdam within four years. According to informed sources in Dubai, the



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backed by the ECGD. The final part of the financial package is to be signed shortly with Commerz Bank and Hermes, the German credit authority, for approximately Dm.200m. for the German equipment which will be included in the plant.

The desalination plant will produce 25m. gallons of water daily, which is more than Abu Dhabi hopes for its entire water supply this summer. Of this, the smelter will only absorb 500,000 gallons daily, the rest will go for other developments in the Jebel Ali area and the new city as well as Dubai itself. The British company Weir Westgarth is to provide the plant, and the smelter's power complex has been awarded to Hawker Siddeley. The carbon plant is to be provided by a German consortium headed by Klockner Humboldt Deutz, which includes Krupp, Ferrostaal and the Reichhammer companies. Metal services will be handled by the Selection Trust group and the pot rooms and civil engineering work in the complex has been awarded to Mechanical Electrical and Chemical Engineering of George Wimpey.

By 1981, the plant will be producing 135,000 tons annually, though provision has been made to increase this to 180,000 tons later. Final arrangements for the sale of the end product are still being made; the government is to take 20 per cent, which it can put to local use for a projected extrusion plant, or market overseas. Other customers still negotiating their percentages for the offtake are the Southwire Corporation, Nissho Iwai and Alcan U.K. and which came into the project two months ago.

The DUBAL smelter is to use the dry gas offtake from the Sunningdale LPG plant at the rate of about 80m. cu. ft. a day. The plant, which will absorb all of the gas from the South West Fateh field, is to be run by DUGAS, a venture formed by the Dubai government and the Sunningdale Oils (Dubai). The plant will also produce 2m. barrels annually of natural gasoline and 450,000 metric tons of propane and butane. The financial arrangements for this \$290m. complex are still under negotiation, though it is thought likely that it will be a combination of a Eurodollar loan, local financing in dirhams, credit from the American FX-Im bank and cover from ECGD.

The next major project in the pipeline is the steel mill which is to be established by

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# DUBAI IX

Dubai, with some of the highest rents in the world, is concerned about the effect this will have on business. But the property market generally is much steadier than in Abu Dhabi.

## Property

DUBAI IS an emirate which likes to stand on its own two feet. With its relatively small size, it has to be successful in other directions, which is why perhaps it is going ahead with ambitious schemes such as an aluminium smelter, massive ports and other industrial projects. It has to maintain a role in the Gulf and in the region as a whole, for fear that the business may be attracted away to other, more money-laden oil capitals in the Gulf.

Perhaps it is only fitting then that Dubai should be the first emirate to consider some kind of rent control. Other Gulf states have seen the economic and political dangers of a gap which can be engendered by a growing local wealthy elite and the expatriate worker. Inflation in the UAE is generally estimated by local commercial sources to be in the region of 25 per cent a year or more, and more than half of that can be attributed to the astronomical daily high rents. Rents have come to be regarded by many as the kind of inflation tax, but the Emirati word for it is *shukh*, the *shukh* market is the most volatile in the world where rents can rise as frequently as wages in some industries.

**Rents**

At the commercial centre of the UAE, Dubai is concerned that the rents will not drive away any new business. Nevertheless, this desire is coupled with the wish to ensure a profitable living for its local citizens in which the ownership of land has been restricted. Rent control has been talked about and rumoured for a long time and moves are afoot which could possibly mean the introduction of some kind of control by the end of this year.

In the past, machinery has existed whereby a tenant can resist attempts by the landlord to raise rents. The housing committee of the Dubai Municipality, which handles such matters has over 400 such claimants. It has been a little used by expatriates though. However, in Dubai now say that the government is progressing with its ideas towards rent control.

at the moment than ever before. A year ago, the local version of "Exchange and Mart" only had one page of advertisements of flats and villas for rent, to-day there are five. There are several major projects that are in the early stages of construction, but these will not come onto the market for another three years or so.

Property agents also report lessening demand. "When I say it is levelling off, I mean I'm not getting so many panicked calls from businessmen in the intercontinental desperate for a place," one agent summed up the situation.

Perhaps the greatest influence on the Dubai property market is Sharjah, because for the would-be tenant, there is always the "Sharjah alternative." In the last two years, the neighbouring Emirate has witnessed a flurry of construction and some ambitious and imaginative projects are underway. Many new blocks are now being opened, often at lower prices than Dubai. A two-bedroomed flat in Sharjah might cost, anything from Dh.55,000 a year, but in Dubai, the minimum starting point would be Dh.45,000. The two are only 15 minutes drive apart.

**Demand**

Although demand may be levelling off (in relative terms) prices are not. Dubai Real Estate, which manages about 45 buildings in the town, estimate that prices for a modest one-bedroomed apartment start at Dh.30,000 a year. In a newly completed building in a central, prestigious location, the same size unit may cost Dh.80,000 a year (nearly £12,000 per annum). Villas now cost from Dh.100,000 to Dh.130,000 (£15,000 to £19,400) to rent.

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## Banking

**With 40 banks and 102 branches, Dubai is at the centre of the most over-banked area in the world.**

THE MOST frequently made comment on the UAE financial community is that it is the most over-banked in the world. Dubai, as its commercial centre, has 40 banks and 102 branches operating, with a score more to come. This, together with merchant banks and finance institutions are to cater for a population which was recently estimated at only 207,000. There is, literally, a bank on every corner in Dubai.

The banking business in Dubai clearly reflects the Emirate's role in the country; its 19 berth port - another 18 berths are on the way and an additional 75 are in the pipeline at Jebel Ali - Dubai handles over two-thirds of the UAE's imports, and a major part of bank credit goes towards the financing of trade.

Total bank credit in the UAE reached Dh.10.1bn. at the end of September, 1976, and although the Abu Dhabi sector showed a faster rate of growth, Dubai still accounts for approximately two-thirds of all outstanding resident credit, including virtually all to the Government. In the last three years it has increased almost six times, from Dh.1.3bn. in December, 1973 to Dh.6.5bn. in September last year. Unfortunately, for the purposes of its statistics, the central banking authority, the UAE Currency Board does not separate the figures for Dubai from other northern emirates, though, of the figure mentioned above, Sharjah accounted for Dh.1.2bn.

The one great difference between Dubai and Abu Dhabi is the direction of the credit business, for in the latter over 42 per cent of credit goes for property development. Indeed, many of the major banks make a speciality of it, not only providing the finance for the developer but advice to the contractor and even acting as agents for the building when it is finished.

In Dubai the major part of bank credit is channelled towards trade, which accounts for 55.25 per cent, with construction only absorbing for 16.81 per cent. However, these figures are based on the Board itself still

**Borrowings**

In the past many banks have hoped to maintain their liquidity ratios by short-term borrowings, and the recent crisis in the UAE dirham clearly showed up those who were over-committed. The crisis followed a move by the Board in January when it sold nearly \$200m. in one day and many banks in the region were hard pressed to find the dirhams to pay for the dollars purchased. The action was designed to strengthen the UAE dirham, says the Board, but it has been the subject of much controversy among UAE bankers, many of whom felt the Board's action to be somewhat severe.

However, since that time the banks have become particularly wary about who they lend money to on the inter-bank market. Many prominent members of the UAE banking community still feel that the lesson was not absorbed well enough by a number of their colleagues, and the Board itself still

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DUBAI X

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REPEATED ENQUIRIES for information from businessmen drawn by the obvious attractions and opportunities to be found to-day in the Emirate of Dubai reveal an acute lack of general knowledge of the legal structure of the area and an obvious concern to establish the broad parameters of the legal context in which to conduct their business.
Broadly, there are two categories of businessmen: the first seeks to deal exclusively with the area from outside and the other intends actually to carry on business in or from the Emirate of Dubai. In the first category are those who seek merely to undertake the supply of goods or services from abroad or to conclude agency arrangements with local residents for the local representation or distribution of their goods or services in Dubai and contiguous territories. In the second are those who wish to set up branches of foreign concerns or to establish locally sole proprietorships or partnership firms or to incorporate local corporate entities with limited liability, with or without indigenous participation.
It is essential first to examine briefly the history and background to the area and the constitutional and legal contexts in which Dubai finds itself to-day.
The Emirate of Dubai is a close second largest of the seven States previously comprising the Trucial States formerly in collective treaty arrangements with the U.K.
During that time, two quite separate legal jurisdictions existed side by side, the first administered by the local Sharia (Islamic) Courts and the second by the British courts for the Trucial States. The basic law applied in the local courts was the Sharia Law of Islam, while in the British courts, broadly speaking, it was English common law. Eventually, there came about the gradual British withdrawal, until final reversion of jurisdiction on December 2, 1971. On that date the United Arab Emirates was formed as a united, sovereign and independent, Islamic State and a federation (eventually, with the joining of Ras-Al-Khaimah in February, 1972) of the seven individual Trucial States, all of which co-existed thereafter in terms of a provisional Constitution for an initial period of five years, since extended to 1981.
With the advent of federation, the seven constituent States or Emirates (each previously a separate and autonomous political entity) surrendered part of their sovereignty to the new federal or union government. All laws, regulations and customs previously obtaining, however, were ratified and confirmed, and those powers not transferred under the provisional constitution in the new federation were and remain expressly reserved for the individual Emirates. Moreover, in the interim and pending the promulgation by the federal government of its own legislation, the individual Emirates may still legislate within certain of the areas prescribed by the federation.
During the middle months of last year, immediately before expiry of the initial five years of the provisional constitution on December 2, 1976, the seven Rulers or their representatives sitting at the Supreme Council under the chairmanship of the President for the time being, Sheikh Zaid bin Sultan Al Nahayan, Ruler of Abu Dhabi, opted to extend the life of the provisional constitution for a further period of five years to allow a permanent Constitution to be drafted in keeping with the needs and aspirations of the United Arab Emirates and its peoples as they more clearly emerge.
It will therefore be understood that the Emirate of Dubai, though part of the Federal State of the United Arab Emirates, retains a substantial degree of sovereignty and a separate body of law as well as the capacity to promulgate new legislation within the jurisdiction reserved to it—and indeed in other spheres where federal legislation has not yet been forthcoming.
Within Dubai there are to-day still two distinct jurisdictions, each exercised by a separate system of courts, namely, the Sharia (or Islamic) Court and the civil courts (successors, so to speak, to the British courts). It may reasonably be said that the first extends (whether by law or by practice) to disputes or matters arising between local citizens and matters touching Islamic personal law, while the second extends to most other matters.
For the most part the body of law with which a businessman from abroad is most likely to be concerned in Dubai is that administered by the civil courts. Proceedings in the first instance normally consist of a hearing of the parties and their evidence and witnesses by a single judge sitting alone without a jury. A litigant may, of course, be represented by legal counsel, licensed by the Ruler, to practise before these courts. Decisions are given in the form of written judgments.
An appeal lies against the judgments, given in the first instance to the Appellate Court, which is the supreme court for the Emirate. An appeal is made by the submission by the parties of memoranda stating their arguments, which memoranda are normally drawn up and settled by local counsel. No further evidence is normally taken or verbal argument heard unless expressly requested by the Appellate Court. The decision of the Appellate Court is final and binding.
The applicable law in each of the above jurisdictions is similar to the extent that the basic law is the Sharia Law of Islam. The principal difference, however, is that while the Sharia Court looks more to the strict principles of Islamic jurisprudence in arriving at its judgments, the Civil Courts can and do, at least where no express legislation exists, seek assistance from local usage and custom and (in accordance with the principles of natural justice, law and equity to which they are statutorily directed) from the general body of law and jurisprudence obtaining in other more sophisticated jurisdictions, notably Jordan, Egypt, England and France.
As for enacted law, before the creation of the United Arab Emirates very little such law existed in the local jurisdictions, largely because of the lack of any great need. Towards the latter days of the British presence in the area, however, the individual States (including Dubai) did adopt a number of laws inherited in part from the British jurisdiction, the most significant of which in the commercial field is clearly a sophisticated and detailed codification of the law of contracts.
Since federation, there has up to now not been a great deal of new legislation with any direct bearing on the field of commerce and trade. This is due in large measure to the fact that most important legislative powers in this field now vest essentially in the federation, while the Federal Government has been largely preoccupied with organising its own administrative and executive machinery and establishing its precise constitutional status.
Nevertheless, some Federal law has been introduced notably the UAE Currency Board Law No. (2) of 1973, which is designed among other things to promote and foster a sound banking and financial system in the national interest by controlling and regulating the establishment of financial institutions. This law is presently being reviewed and a new law may be promulgated in the near future establishing the Board as a central bank and extending both its activities and its degree of control over banking and monetary matters generally throughout the Emirates. More recently there has been passed a Federal Commercial Registration Law, which is no doubt the vanguard of further Federal legislation dealing with the legal organisation of the corporate sector.
There is presently no exchange control and no far more is foreseen. Additionally, while the federation has power to impose taxes, the only tax legislation presently obtaining in Dubai is the Dubai Income Tax Decree 1969, which imposes a liability to tax on all bodies corporate whatsoever incorporated or carrying on business in Dubai. In practice, however, this was designed for and does in fact still apply only to non-producing companies and financial institutions.
It remains to be seen whether special concessions may be made in the case of offshore banking units to whom restrictive banking licences have been issued by the Currency Board, but for the moment they are treated as any other bank. In order to enable bodies corporate, whether incorporated in Dubai or elsewhere, to clarify their position under the above tax law, however, it is normally possible to obtain on application (other than in those cases mentioned above), certificates granting express exemption from tax payable thereunder.
In addition, it has always been and remains the declared policy of a dynamic and very much commercially orientated Ruler actively to encourage all parties seriously interested in doing business with Dubai or in establishing a constructive business enterprise in the Emirate. Moreover, a variety of incentives can be and are made available to those intending to make a positive contribution to the commercial growth and development and to participate in the fortunes of the area.
Attitude
The efforts and energies expended in this regard over the years since the Ruler's accession are self-evident and the legal climate and general attitude in all spheres, including those where executive and other permissions and licences are required, are geared to this end. In particular, a foreign businessman should not find distinctions being drawn between local and foreign interests, all being treated on an essentially equal footing. The existence of a detailed contract law based on internationally well known and understood common law principles is also a factor of comfort and reassurance to businessmen.
Reverting to the context of the first group of foreign businessmen mentioned above, namely, those seeking to do business with the area, their principal concern is understandably what their position might be in the event of a dispute or difficulty arising in a contract which they have concluded in the Emirate. This raises questions of the enforceability of contracts, the language, registration, the validity of a choice of foreign law, arbitration and the impartiality of the judiciary.
Obviously these are complex questions. In principle, however, it may be stated that commercial contracts properly drawn up and upon which advice has been sought in advance will be respected by the local courts. As has been said, the Courts in Dubai may reasonably be expected to apply modern principles of civil law to uphold the customary provisions of most commercial contracts and likewise will normally respect an express choice of law as well as of arbitration, whether domestic or foreign.
At the same time, the courts of Dubai, in common with courts elsewhere, will resist any obvious ouster of their jurisdiction. It may also be taken as an essential tenet of the applicable law that a contract itself constitutes the legal parameters governing the relationship between the parties and is to be honoured and enforced in accordance with its terms. The impartiality of the judiciary is to be respected and admired.
The official language of the United Arab Emirates (and so also of Dubai) is, naturally, Arabic, but English remains in common use as an important commercial language. In principle, a contract of other document setting out the accord reached between the parties may be in any language, but it may be desirable in some cases to register the same in the local courts (which can have a certain value in particular contexts). In such event, the contract or other writing must also be in Arabic. Additionally, if any contract comes before the local courts for any reason, the Arabic version (or translation) will be the governing text. It may therefore be prudent in appropriate cases to have the text settled in advance in both languages.
Lastly, we should perhaps say a word on the very important question of trade marks. There is still no detailed legislation giving customary protection to this form of legal proprietary interest. At the same time, a practice of registration and publication is beginning to become established and recognised; to which can often be lent the not insignificant practical support of the municipality, the chamber of commerce and the customs authorities. Moreover, recent decisions of the courts of certain neighbouring Emirates begin to encourage a growing confidence in the readiness of the courts to understand and respect the meaning and importance of actions at law similar to an action for passing off at English law. Thus the protection for such proprietary interests, hitherto very ill-defined and uncertain, becomes somewhat clearer and more meaningful.
Presence
Turning to the second category of foreign businessmen, those seeking to establish a physical presence in the area whether through a branch or by the formation of a local firm or company, there are at present no restrictions on foreigners coming into Dubai, though one may find additional warmth in the reception given where a foreigner is prepared to join hands with a local party. While not mandatory, this is often to be recommended. In the long term in particular it can make good commercial sense and deserves very careful consideration.
In all cases where a locally incorporated limited liability company is not required, the procedure for coming into the area is first by the establishment of a physical presence by securing locally available accommodation (usually in the form of a flat), after which application is made to the municipality for the issuance of an appropriate municipal professional or trade licence. This is normally issued on an annual basis upon payment of the prescribed fees, usually aggregated (as a rule of thumb) to something in the region of 20 per cent of the annual rental of the office or business premises taken on lease.
Registration is also required with the Dubai Chamber of Commerce and Industry and with the Federal Register of Commerce, to which additional but essentially nominal fees are payable. Municipal and other licences and registrations required to be renewed on the first day of each year. In certain fields additional approvals are required from the appropriate authority before such licence will be issued, for example, in the case of lawyers, doctors, dentists, architects, engineers and the like, whose professional qualifications require to be vetted by the body responsible.
In the case of the formation of locally incorporated limited liability companies, there at present exists nowhere in the United Arab Emirates generally or in the Emirate of Dubai in particular any general law permitting this. The customary procedure is therefore to seek a special law or decree issued in appropriate cases by the Ruler. The procedure to be followed is the preparation and drafting of an appropriate set of corporate documentation (viz., memorandum and articles of association) following established local practice and precedent but usually having much in common with customary English forms. This is then presented to H.H. the Ruler through the Legal Adviser together with such supporting documentation as may be required.
If it is approved from the legal standpoint, a decree will be prepared by the Legal Adviser for submission to the Ruler, who will then consider whether or not in the particular case such a decree should be issued. If favourable consideration is given, an appropriate decree will be forthcoming concerning corporate status and personality and limitation of liability. Obviously, where special privileges such as these are conferred, a factor which may weigh not insignificantly in the applicant's favour will be whether or not a local party is involved and, if so, to what extent. While still not altogether a sine qua non of incorporation, this may be taken as evidence of a foreigner's serious intent to promote local interests as well as his own.
The outline attempts some answers to some of the more common questions raised by foreign businessmen attracted by the varied and exciting commercial and other opportunities in this rapidly developing Emirate. In general the legal climate is favourable to foreign trade and investment and conducive to the unimpeded conduct of successful business operations. Under the leadership of the Ruler, priority is given to the promotion and development of commercial enterprises, both local and foreign, on all levels. It bears repeating, however, that preference and greater encouragement may understandably be given to projects more obviously directed to the advancement of local interests and to persons prepared to identify themselves more closely with the Emirate of Dubai and its people.
Neil McNeill



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هكوزا من لاصول

دبي من اجل

Dubai's open door policy has attracted business of a truly international flavour. Finding the right local partner can take several months of careful investigation but the effort is highly recommended and is necessary for success.

# Business trends

**BUSINESS IN** Dubai is a frequently to get of doubtful exercise in adapting to local conditions when compared with other business centres in the area. Although Dubai's income is considerably smaller than Abu Dhabi's, it has been, through trade, involved in dealing with money and commerce far longer. The discovery of oil has enabled it to expand beyond trade into industry. There have evolved laissez-faire policies which have made it highly attractive to foreign companies. For the British in particular, it has been a successful and long-standing market. A number of companies can trace their history in Dubai back to the last century, and today British companies are handling many of the most important multi-million pound construction contracts.

Partnership laws in Dubai are easier than in the capital where a local partner is a legal necessity. Its open door policy to business has given Dubai a truly international flavour, and it is highly likely that the visiting foreign businessman may find himself negotiating with a Pakistani, Indian or English general manager, and not a local Arab at all. On the list of board members of the Dubai Chamber of Commerce, the names of prominent locally established Indians appear alongside the Dubai merchants. For Sheikh Rashid welcomes all, provided they are prepared to work towards the commercial success of his Emirate.

involved, Ahmed Baqir, the managing director of the Dubai Transport Company, in the massive Jebel Ali projects first heard about Sheikh Rashid's ideas for the area at the majlis; he goes every working day at six in the morning, and has done so far over ten years.

## Attendance

It is not unknown for foreign businessmen to attend the majlis regularly either; one managing director of a major British building company goes at least three times a week when in Dubai. Sheikh Rashid likes his jokes. However for most expatriates, attendance at the majlis is limited to twice a year, at the major Muslim feasts of Eid.

Getting your company's name on the books of a major merchant family is one thing, but getting your agent to market the product adequately and efficiently is another. It is likely that if your product is similar to one already marketed in the area, there might be difficulties in being up an agency arrangement with a reputable local partner, if the product requires a hard sell to compete against existing items already in the market.

For government projects, the ruler, Sheikh Rashid, tends to get the contractors working first and sign the contracts after which is what happened in the case of the Jebel Ali projects. Abu Dhabi, in comparison, goes for the international tender, which is where the British contractors have not been doing so well. In Dubai, U.K. companies have the advantage of being established and thus mobilisation is not such a lengthy or expensive process.

However in recent months the private sector has become an important source of contracts, as the landlords become more quality conscious and go for taller buildings, which require higher standards of construction. A local partner can also be a source of contracts as proved recently by Cementation's \$35m. contract for its partner, Galadari, for a hotel and office block, and McAlpine's project for a multi-storey office and residential block for its own local partner.

As the British company executive remarked, "It is important to be seen to be doing something. Performance is everything."

K.B.

# DUBAI AND RANK: PARTNERS IN PROGRESS

Dubai's oldest football club will soon become Dubai's newest landmark. For the grounds of Al Nasr Football Club will be the site of the largest, most modern leisure complex in the area, under the distinguished patronage of the U.A.E.'s forward-looking Minister of Finance H. H. Sheikh Hamdan bin Rashid al-Maktoum.

Rank Leisure Services Ltd. is proud to have been appointed the Operating Managers of this exciting undertaking.

The Al Nasr Leisure Centre will provide superb facilities for sport and relaxation. There will be a skating rink equipped to house international ice shows. Eight modern bowling alleys. Six squash courts. A spacious shooting range. A games room. A whole cluster of water-sports facilities, including a wave-making pool, a water-slide, a free-flow pool... and even canal rides! And specially for the children, "The Magical Fruit Garden," an imaginatively planned themed play park.

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**Task**

Although a local partner is not necessary in Dubai, it is highly recommended. A local partner can search out business for a foreign company and provide the necessary personal background on potential customers. Assessing the creditworthiness and standing of local citizens can be a very difficult task without an inside source. Dubai's merchant British company still had not families surround their business affairs with the utmost secrecy. Most avoid publicity. One of the major sources of information on contracts is the field of project financing, where Sheikh Rashid receives his subjects informally. It is here that a local partner can be your representative and clients as a gesture of loyalty, say to the ground. The local partner also in an attempt

The newcomer might also find his company way down on the list of clients, when some local companies can handle a hundred or more products and organisations. There is also a desperate shortage of skilled salesmen in the area, and it is not unknown for a salesman to know very little about the product he is selling, let alone the adaptations of it. Thus the more sophisticated the product, the more necessary it might be for local salesmen to be sent on training courses or for the marketing representatives of the foreign company to make regular visits. Normal Western advertising techniques have proved very successful in the consumer field here, but it is also not unknown for such items as heavy duty lorries and other engineering equipment to be marketed through the medium of television which is the cheapest avenue of publicity in terms per head of population.

Dubai has been one of the most successful areas for the British contractor because of its preference for negotiated contracts.

The cost of becoming established can be hefty. Bank guarantees of up to \$250,000 or more are frequently required and expenditure on accommodation and office premises is very high. Securing the licence and necessary residence visas can be a time-consuming process and many local legal firms make a speciality of doing just this, employing special staff to deal with the Dubai municipality and immigration office. One British company still had not got its trade licence after five months of visits to the authorities.

## Banking

CONTINUED FROM PAGE IX

criticise banks who are mainly raising unduly advance ratios, which in a number of cases are 200 per cent more than their deposits. A prudent balance, the Board feels is an 80/20 ratio in an economy such as the Emirate, though several banks in the UAE are known to preserve more conservative balances than that.

The situation is still of concern to the Currency Board, though no unilateral action is planned. Several individual banks in the UAE are being carefully monitored by the Board and it is at any time in the future that they might appear uncertain. The Board will place restrictions on them if the situation proved hopeless. The Board would close the bank and move in to protect the depositors.

two approvals by the Board were authorised for nearly a year despite a two year moratorium on the opening of foreign and local banks imposed in May. The one existing RLB is concentrating on safe areas such as trade financing, though it has made tentative gestures into the field of project financing for light industries. However, there is still some confusion among bankers concerning the Currency Board's moratorium. Sheikh Rashid has stated that it will not tax them, nor levy an annual fee on the decision on tax has yet to be officially confirmed by the governments of the Individual Emirates. Nor has the situation been defined concerning RLB's which already have a full commercial licence, for it would be possible for a bank to switch its portfolios to their tax-free restricted licence bank. (Full commercial banks pay tax of 20 per cent on profits.) All the currency Board has stated is that it would like at least a physical separation between the normal commercial bank presence and the restricted licence banking offices.

## Merchants

The two latest banks are formed by prominent Dubai merchants. One, the Union Bank of the Middle East has its authorised capital of \$500m. (U.S.\$128m) and the commercial banks pay tax of 20 per cent on profits. All the capital issued and subscribed is Dh.150m, divided into 2,500,000 shares of Dh.100 each, and are 50 per cent paid. The balance has to be paid during 1977. Major shareholders in the bank are Abdul Wahab Galadari, Abdulla Rostamani and the Saudi Arab Finance Corporation, which holds a 10 per cent stake.

The other licence went to the Al Shinar family, the head of which already owns one of the region's longest established banks, the Bank of Oman.

Some bankers in the UAE take the view that the country can only grow if the banks do so also, both in size and in number. Other local citizens want to see their locally incorporated banks play a more dominant and wider role in the banking community.

But for the moment, the two-year moratorium is still in effect, and is likely to be for the foreseeable future. For the existing banks, consolidation appears to be the order of the day, for no one, including the bankers themselves, wishes to see another one otherwise dynamic, healthy community.

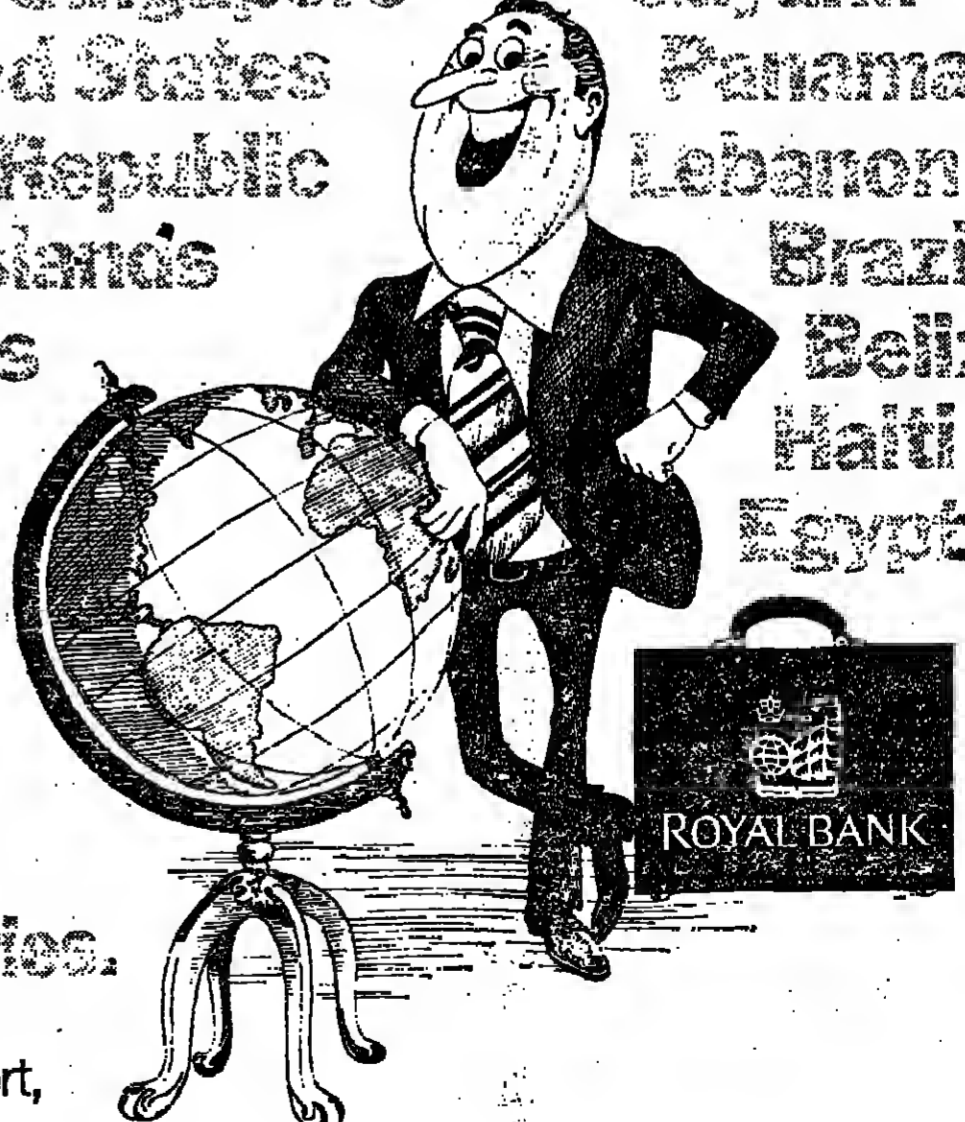
K.B.

## Consolidation

Certainly a period of consolidation can be expected in the present year within the UAE banking community. With a present overall total of 54 banks and another 10 restricted licence banks to open, business can be expected to be highly competitive. Newcomers to the area, though anxious for new business, may find themselves picking up the leftovers of other, longer established banks, as well as being handicapped by not being familiar with the often secretive local merchant community. One mistake can cost millions, as several banks found out recently when a customer recently left the country allegedly owing Dh.150m. Dh.20m. of it to one bank alone. Though such cases are rare, some banks find it hard to keep up with the pace of expansion demanded by their local customers and merchants. Unfamiliarity with the market and the competitive nature of UAE banking may be the reason for the delay in setting up the 11 restricted licence

- Puerto Rico France Antigua Canada
- Australia Barbados Central Africa
- Hong Kong Cayman Islands St. Croix
- Trinidad & Tobago The Netherlands
- United Arab Emirates (Dubai)
- Grenada Colombia Dominica Germany
- Bahamas St. Vincent United Kingdom
- St. Kitts Jamaica Thailand Belgium
- Montserrat Guadeloupe St. Lucia
- Venezuela Singapore Guyana
- Japan United States Panama
- Dominican Republic Lebanon
- U.S. Virgin Islands Brazil
- Channel Islands Belize
- Martinique Haiti
- Argentina Egypt

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Past FT Middle East Surveys have been reprinted in book form (copies of the book are available from our London office).

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**Middle East Surveys appearing in the Financial Times (May-August 1977)**

Jordan	May	Algeria	June	Arab Unity, Co-operation and Development	July
United Arab Emirates	June	Egypt	July	Construction in the Arab world	August
Iran	June	Arab Banking & Finance	July		

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OVERSEAS MARKETS

BY MARY CAMPBELL

Do air sector recovers; demand remains high

BY THE END of last week the dollar sector of the Eurobond market had fully recovered from the initial deadening effect of the large-scale new issue announcements of the previous week-end.

unusually large proportion of the borrowers were favorite corporate names. On the other hand, it confirms that purchasers of bonds are still more conscious of the differential between current bank interest rates and Eurobond yields than of any signs of interest rates hardening.

was apparently more than three times over-subscribed within three hours of the invitation letters reaching the market, and assuming a price of par, will hardly yield more than bonds outstanding in the same of Australia itself.

managed by Union Bank of Switzerland (securities) the Bell was announced on March 25 simultaneously with the \$100m Ontario Hydro issue for which Deutsche Bank is lead manager. In their original form the two issues offered identical terms.

Through last week underwriters reported substantial higher demand for Bell than for Ontario Hydro; while the latter is triple-A rated in the latter is triple-A rated in New York against Bell's double-A rating.

A rating of having \$380m outstanding in the Eurobond market against two for Bell totalling \$280m in addition of the two issues currently running.

The coupon cut on the Bell issue is expected to help the Ontario issue by shifting some demand back to Ontario Hydro, provided the latter does not fear its issue will be out of the market.

regain issues for foreign borrowers, a figure of DM400m has been set for issues by supranational institutions.

By the end of the week, the strength of the market had gathered further momentum. The Alcan Australia issue, riding high on the Alcan name, saw its purchase at a one point cent. indicated by the Thursday's original announcement to 8 1/2 per cent, which offered tighter terms than most recently.

investors can currently afford to see interest rates rise (or Eurobond prices fall) by at least five percentage points. Assuming purchase at a one point cent discount from the issue price, the Eurobond would have yielded 8.57 per cent.

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regain issues for foreign borrowers, a figure of DM400m has been set for issues by supranational institutions.

buyers in a few issues have more generalised by the end of the week dealers report. There are now around 10 per cent short-dated stocks (compared with 10.20-10.30 a week ago) upwards of 11 per cent in dated stocks (compared with 11 a week ago).

Among floating rate notes the Westminister's response to the Alcan issue. The \$78m issue, announced the previous week-end, was several times over-subscribed and an Australian in size is expected, on owned by its 70 per cent parent unchanged terms.

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CURRENT EUROBOND ISSUES

Table with columns: Borrower, US Dollars, Amount, Maturity, Av. life, Coupon, Price, Lead manager, Offer yield. Includes entries for EMI Finance, Union Bank of Finland, L.M. Ericsson Telefon, etc.

Indices

NEW YORK - DOW JONES

Table showing Dow Jones indices for Industrial, Chemicals, and Transport sectors with high/low values and percentage changes.

STANDARDS AND POOLS

Table showing Standard and Poors indices for Industrial, Composite, and Utility sectors with high/low values and percentage changes.

INDICES

N.Y.S.E. ALL COMMON

Table showing NYSE All Common stock indices for 1977 and 1976 with high/low values and percentage changes.

MONTEREAL

Table showing Montreal stock indices for 1977 and 1976 with high/low values and percentage changes.

JOHANNESBURG

Table showing Johannesburg stock indices for 1977 and 1976 with high/low values and percentage changes.

GERMANY

Table showing German stock indices for 1977 and 1976 with high/low values and percentage changes.

JOHANNESBURG

Table showing Johannesburg stock indices for 1977 and 1976 with high/low values and percentage changes.

AMSTERDAM

Table showing Amsterdam stock indices for 1977 and 1976 with high/low values and percentage changes.

CANADA

Table showing Canadian stock indices for 1977 and 1976 with high/low values and percentage changes.

BRUSSELS/LUXEMBOURG

Table showing Brussels/Luxembourg stock indices for 1977 and 1976 with high/low values and percentage changes.

COPENHAGEN

Table showing Copenhagen stock indices for 1977 and 1976 with high/low values and percentage changes.

STOCKHOLM

Table showing Stockholm stock indices for 1977 and 1976 with high/low values and percentage changes.

MILAN

Table showing Milan stock indices for 1977 and 1976 with high/low values and percentage changes.

PARIS

Table showing Paris stock indices for 1977 and 1976 with high/low values and percentage changes.

OSLO

Table showing Oslo stock indices for 1977 and 1976 with high/low values and percentage changes.

BOND TRADE INDEX

Table showing Bond Trade Index for Friday, High, and Low values.

EUROBOND TURNOVER

Table showing Eurobond Turnover in US Dollars and other currencies for various weeks.

OVERSEAS SHARE INFORMATION

NEW YORK

Large table listing various overseas stocks and their prices, including companies like Amoco, Exxon, and Shell.

AMSTERDAM

Table listing Amsterdam stock prices for various companies.

CANADA

Table listing Canadian stock prices for various companies.

BRUSSELS/LUXEMBOURG

Table listing Brussels/Luxembourg stock prices for various companies.

COPENHAGEN

Table listing Copenhagen stock prices for various companies.

STOCKHOLM

Table listing Stockholm stock prices for various companies.

MILAN

Table listing Milan stock prices for various companies.

PARIS

Table listing Paris stock prices for various companies.

Advertisement for 'More Escorts from Halewood' featuring a large image of a car and promotional text.

AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

Main table listing various unit trusts and offshore funds with columns for name, manager, and performance metrics.

FINANCIAL TIMES STOCK INDICES

Table showing FT Stock Indices for various categories like Government, Industrial, and Gold Mines.

HIGHS AND LOWS

Table showing Highs and Lows for various stock indices.

FT ACTUARY INDICES

Table showing FT Actuary Indices for various categories.

HONG KONG

Table showing Hong Kong stock market data.

SINGAPORE STOCKS

Table showing Singapore stock market data.

INSURANCE, PROPERTY, BONDS

Large table listing insurance, property, and bond products with details on coverage and rates.

INSURANCE BASE RATES

Table showing insurance base rates for different types of insurance.

CORAL INDEX CLOSE 411-116

Additional text related to the Coral Index and other market information.

3 months Copper 908-916

Additional text related to copper prices and other market information.

Vertical text on the left margin, including 'CAMPBELL' and other fragments.

Vertical text on the right margin, including '29' and other fragments.

Businessman's Diary

U.K. TRADE FAIRS AND EXHIBITIONS. Table with columns: Date, Title, Venue.

OVERSEAS TRADE FAIRS AND EXHIBITIONS. Table with columns: Date, Title, Venue.

BUSINESS AND MANAGEMENT CONFERENCES. Table with columns: Date, Title, Venue.

LABOUR NEWS

Construction union heads to see Callaghan to-day

BY CHRISTIAN TYLER, LABOUR CORRESPONDENT. CONSTRUCTION union leaders will tell the Prime Minister this evening that without a change of policy the building and civil engineering industries will be so down that they will be unable to plan their recovery for the manufacturing recovery for which the Government is planning.

Steel plant closes at Port Talbot

BY OUR LABOUR CORRESPONDENT. THE BRITISH Steel Corporation yesterday completed the shutdown of its biggest plant, at Port Talbot, South Wales, because of a strike by 568 electricians over pay differentials.

Brokers expect fall in tanker market

BY ROY ROGERS. LONDON SHIPPING brokers, whose lay up figures who last week experienced the consistently lower than the tanker market so far this year, continue to forecast that the "break" decline in the total tonnage of oil tankers lying idle will soon be reversed.

Teacher calls education debate a 'smokescreen'

AS Mrs. Shirley Williams, Education Secretary, begins the next round of talks in the education debate, a teachers leader yesterday described the whole exercise as a "smokescreen" to hide the effect of drastic cuts in educational expenditure.

Pay demand

The immediate cause of the unofficial strike is British Steel's refusal to give its 10,000 employees a 10% pay rise for £10 a week more.

Factory fears for 300 men

PLANNING OFFICIALS will permit a 14 million sq ft factory to be built in the area of a Derbyshire garment factory that open-cast mining machinery will put 300 jobs in jeopardy.

Film industry at risk, says union leader

A WARNING that the British feature film industry could be lost for ever because of lack of investment was given at the weekend by Mr. Robert Bolt, president of the Association of Cinematograph, Television and Allied Technicians, at the union's annual conference in London.

Danger money call in hospital

Workers at Belfast's Royal Victoria Hospital are asking for £27 a week danger money. The demand has been promised by a threat from the Provisional IRA, which said that security forces were using part of the hospital as an observation point and as a legitimate target.

This week in Parliament

TO-DAY Commons: Conclusion of Budget Debate, Motion on EEC document on social legislation and road transport. Select Committee: Expenditure, Education, Arts and Home Office Sub-Committee.

OBITUARY

Viscount Radcliffe. VISCOUNT RADCLIFFE, former Lord of Appeal and head of many official inquiries and committees, died on Saturday at his home in Warwick, aged 78.

WEEK'S FINANCIAL DIARY

The following is a record of the principal business and financial engagements during the week. The Board meetings are mainly for the purpose of considering dividends and official indications are not available whether dividends concerned are Interims or Final. The sub-division shown below is based mainly on last year's timetable.

APPOINTMENTS

Warburg executive directors

Mr. B. A. Brandt, Mr. J. F. Dillord, Mr. J. D. Goodwin, Mr. R. N. Harrison, Mr. J. R. Ward and Mr. G. E. Wood have been appointed executive directors of S. G. WARBURG AND COMPANY.

Table with columns: COMPANY MEETINGS, DIVIDEND & INTEREST PAYMENTS, BOARD MEETINGS, TO-MORROW.

9 1/2 per cent EXCHEQUER STOCK 1982

ISSUE OF £800,000,000 AT £97.00 PER CENT. PAYABLE AS FOLLOWS. De Application: £12.00 per cent. On Thursday, 12th May 1977: £25.00 per cent. On Monday, 9th July 1977: £27.50 per cent.

THIS FORM MAY BE USED. For use by Banker or Stockbroker claiming commission.

9 1/2 per cent EXCHEQUER STOCK 1982

ISSUE OF £800,000,000 AT £97.00 PER CENT. TO THE GOVERNOR AND COMPANY OF THE BANK OF ENGLAND. The applicant must be a resident in the United Kingdom.

هكذا من لاصل

Entertainment Guide

OSWALD & BAILEY THEATRES... THE BUDGET appears to have had a neutral impact upon the slow recovery in industrial confidence from last year's low, and the absolute level of optimism was still very muted at the end of last week.

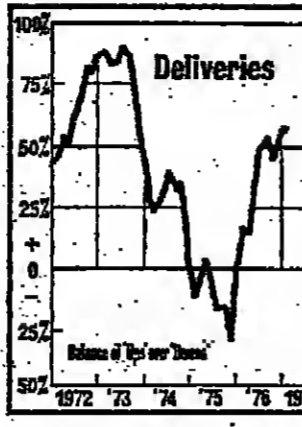
FT Monthly Survey of Business Opinion

Statistical Material Copyright Taylor Nelson Group Ltd.

GENERAL OUTLOOK A bit more hopeful

THE BUDGET appears to have had a neutral impact upon the slow recovery in industrial confidence from last year's low, and the absolute level of optimism was still very muted at the end of last week.

building and construction sector, firms are now very depressed about the U.K. market—save in North East Scotland—and this is offset only for those who were expecting more overseas contracts.



GENERAL BUSINESS SITUATION 4 monthly moving total March 1977

Table with 7 columns: Are you more or less optimistic about your company's prospects than you were four months ago? More optimistic, Neutral, Less optimistic. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

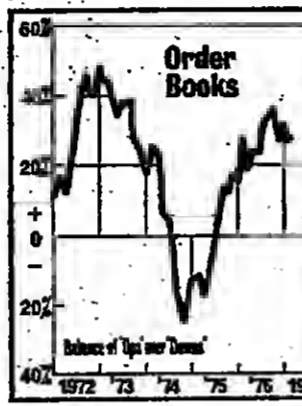
EXPORT PROSPECTS (Weighted by exports)

Table with 7 columns: Over the next 12 months exports will be: Higher, Same, Lower, Don't know. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

ORDERS AND OUTPUT Recovery slowly gathers pace

THE RECOVERY in industrial activity is steadily gathering pace. All three sectors last month were more inclined than in November to report an increase in the trend of orders: the all-industry indicator has accordingly moved up another notch.

The chief growth area is overseas sales particularly for the building/construction and textile/clothing sectors. Public spending cuts, high interest rates, and the general lack of confidence has intensified competition in the home market for civil engineering work and building materials sales.



NEW ORDERS 4 monthly moving total March 1977

Table with 7 columns: The trend of new orders in the last four months is: Up, Same, Down, No answer. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

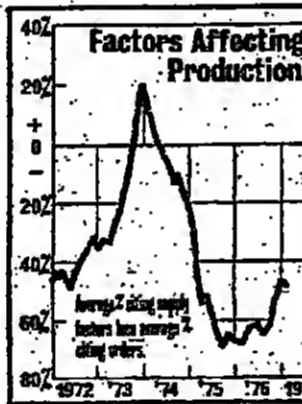
PRODUCTION/SALES TURNOVER 4 monthly moving total March 1977

Table with 7 columns: Those expecting production-sales turnover in the next 12 months to: Rise over 20%, Rise 15-19%, Rise 10-14%, Rise 5-9%, About the same, Fall, No comment. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

CAPACITY AND STOCKS Stock cycle nears the turn

NEVERTHELESS, the recovery is generally expected to go on building up. All three sectors last month had on balance adjusted their production forecasts for the next 12 months up another notch. All three were also more inclined than in November to expect their outside purchases to be higher over the same period.

say their stock levels are about right and only a quarter say they are too high, whereas towards the end of 1976 the all-industry sample was more or less evenly split between "too high" and "about right".



STOCKS 4 monthly moving total March 1977

Table with 7 columns: Raw materials and components over the next 12 months will: Increase, Stay about the same, Decrease, No comment. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

FACTORS CURRENTLY AFFECTING PRODUCTION 4 monthly moving total March 1977

Table with 7 columns: Home orders, Export orders, Executive staff, Skilled factory staff, Manual labour, Components, Raw materials, Production capacity (plant), Finance, Others, Labour disputes, No answer/no factor. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

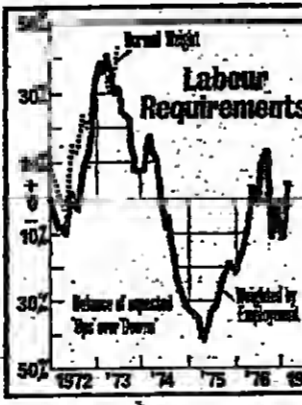
CAPACITY WORKING 4 monthly moving total March 1977

Table with 7 columns: Above target capacity, Planned output, Below target capacity, No answer. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

INVESTMENT AND LABOUR Spending to grow in volume

THE LATEST survey provides some encouraging indications about employment and capital spending prospects. All three sectors last month were rather more inclined than in November to say they expected to reduce their labour force in the next 12 months.

the replies to another question which shows that full capacity working could in most cases be reached with only a negligible increase in employment: the median all-industry increase to reach full capacity is less than 1 per cent.



LABOUR REQUIREMENTS (Weighted by employment)

Table with 7 columns: Those expecting their labour force over the next 12 months to: Increase, Stay about the same, Decrease. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

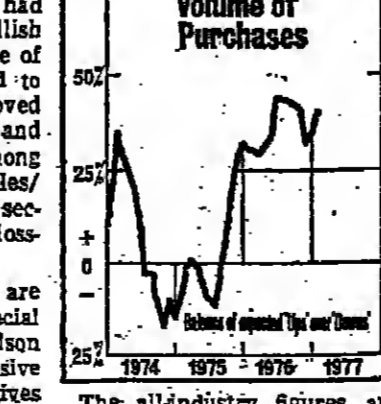
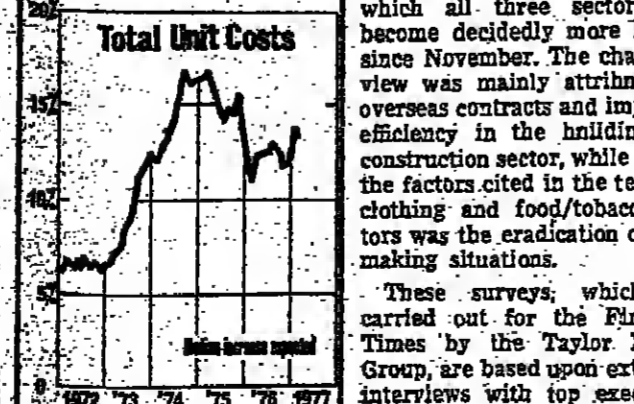
CAPITAL INVESTMENT (Weighted by capital expenditure)

Table with 7 columns: Those expecting capital expenditure over the next 12 months to: Increase in volume, Increase in value but not in volume, Stay about the same, Decrease, No comment. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

COSTS AND PROFIT MARGINS Concern about wage costs

INFLATION expectations for the next 12 months have been edging up: Both the building and construction and textiles/clothing sectors last month were expecting wage costs to increase

cent of the turnover of all public industrial companies. The weighting is by market capitalisation save when an alternative method of weighting is specified



COSTS 4 monthly moving total March 1977

Table with 7 columns: Wages rise by: 0-4%, 5-9%, 10-14%, 15-19%, 20-24%, No answer. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

PROFIT MARGINS 4 monthly moving total March 1977

Table with 7 columns: Those expecting profit margins over the next 12 months to: Improve, Remain the same, Contract, No comment. Rows: Dec-Mar, Nov-Feb, Oct-Jan, Sept-Dec, Cnstrcn. & Bldg., Food & Tobacco, Textiles & Clothing.

Advertisement for 'OLD SWIN HALL' with details about the property and contact information for agents.

Advertisement for 'RESIDENTIAL ESTATE' in Beverly Hills, California, including details about the property and contact information for lawyers.

Advertisement for 'INVESTMENT & HOLIDAYS' in the Gulf of St. Tropez, including details about the property and contact information for agents.

Henry Boot Great people to build with Henry Boot Construction Limited, Dronfield, Sheffield S18 6XR

FT SHARE INFORMATION SERVICE

INDUSTRIALS - Continued

CANADIANS

Table listing Canadian stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

BRITISH FUNDS

Table listing British funds with columns for Interest, Stock, Price, Last, Div. Yield, and % Chg.

BANKS AND HIRE PURCHASE

Table listing banks and hire purchase companies with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

INTERNATIONAL

Table listing international stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

COINTEGRATION

Table listing coin integration stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

FOREIGN BONDS & RAIS

Table listing foreign bonds and rais with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

AMERICANS

Table listing American stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

BUILDING INDUSTRY - Continued

Table listing building industry stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

BANKS AND HIRE PURCHASE

Table listing banks and hire purchase companies with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

CHEMICALS & PLASTICS

Table listing chemicals and plastics stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

BEERS, WINES AND SPIRITS

Table listing beer, wine, and spirit stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

BUILDING INDUSTRY, TIMBER AND ROADS

Table listing building industry, timber, and roads stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

DRAPERY AND STORES - Continued

Table listing drapery and stores stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

ELECTRICAL AND RADIO

Table listing electrical and radio stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

ENGINEERING, MACHINE TOOLS

Table listing engineering and machine tools stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

DRAPERY AND STORES

Table listing drapery and stores stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

CINEMAS, THEATRES AND TV

Table listing cinema, theatre, and TV stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

ENGINEERING - Continued

Table listing engineering stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

FOOD, GROCERIES, ETC.

Table listing food, groceries, etc. stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

HOTELS AND CATERERS

Table listing hotels and caterers stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

INDUSTRIALS

Table listing industrial stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

INDUSTRIALS (MISC)

Table listing miscellaneous industrial stocks with columns for Dividend Paid, Stock, Price, Last, Div. Yield, and % Chg.

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MOTORS, AIRCRAFT TRADES

Table with columns: Stock, Price, Last, Bid, Ask, etc. for various motor and aircraft related companies.

Commercial Vehicle

Table with columns: Stock, Price, Last, Bid, Ask, etc. for commercial vehicle companies.

Components

Table with columns: Stock, Price, Last, Bid, Ask, etc. for component companies.

Ships and Distributors

Table with columns: Stock, Price, Last, Bid, Ask, etc. for ship and distributor companies.

PROPERTY - Continued

Table with columns: Stock, Price, Last, Bid, Ask, etc. for property-related companies.

SHIPBUILDERS, REPAIRERS

Table with columns: Stock, Price, Last, Bid, Ask, etc. for shipbuilders and repairers.

SHIPPING

Table with columns: Stock, Price, Last, Bid, Ask, etc. for shipping companies.

SHOES AND LEATHER

Table with columns: Stock, Price, Last, Bid, Ask, etc. for shoes and leather companies.

SOUTH AFRICANS

Table with columns: Stock, Price, Last, Bid, Ask, etc. for South African companies.

NEWSPAPERS, PUBLISHERS

Table with columns: Stock, Price, Last, Bid, Ask, etc. for newspaper and publisher companies.

TEXTILES

Table with columns: Stock, Price, Last, Bid, Ask, etc. for textile companies.

PAPERS, PRINTING, ADVERTISING

Table with columns: Stock, Price, Last, Bid, Ask, etc. for paper, printing, and advertising companies.

PROPERTY

Table with columns: Stock, Price, Last, Bid, Ask, etc. for property companies.

TOBACCOS

Table with columns: Stock, Price, Last, Bid, Ask, etc. for tobacco companies.

TRUSTS, FINANCE, LAND

Table with columns: Stock, Price, Last, Bid, Ask, etc. for trusts, finance, and land companies.

Investment Trusts

Table with columns: Stock, Price, Last, Bid, Ask, etc. for investment trusts.

TRUSTS - Continued

Table with columns: Stock, Price, Last, Bid, Ask, etc. for trusts.

TRUSTS - Continued

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TRUSTS - Continued

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Serving the world with financial expertise. SANWA BANK Tokyo, Japan

MINES - Continued

Table with columns: Stock, Price, Last, Bid, Ask, etc. for mines.

AUSTRALIAN

Table with columns: Stock, Price, Last, Bid, Ask, etc. for Australian companies.

TINS

Table with columns: Stock, Price, Last, Bid, Ask, etc. for tins.

COPPER

Table with columns: Stock, Price, Last, Bid, Ask, etc. for copper.

MISCELLANEOUS

Table with columns: Stock, Price, Last, Bid, Ask, etc. for miscellaneous companies.

NOTES

Understand that the prices and dividends are in pence and denominated in pence. Estimated preference rates are based on the latest available information.

TEAS

Table with columns: Stock, Price, Last, Bid, Ask, etc. for teas.

India and Bangladesh

Table with columns: Stock, Price, Last, Bid, Ask, etc. for India and Bangladesh.

Sri Lanka

Table with columns: Stock, Price, Last, Bid, Ask, etc. for Sri Lanka.

AFRICA

Table with columns: Stock, Price, Last, Bid, Ask, etc. for Africa.

MINES

Table with columns: Stock, Price, Last, Bid, Ask, etc. for mines.

CENTRAL RAND

Table with columns: Stock, Price, Last, Bid, Ask, etc. for Central Rand.

EASTERN RAND

Table with columns: Stock, Price, Last, Bid, Ask, etc. for Eastern Rand.

FAR WEST RAND

Table with columns: Stock, Price, Last, Bid, Ask, etc. for Far West Rand.

O.F.S.

Table with columns: Stock, Price, Last, Bid, Ask, etc. for O.F.S.

INSURANCE

Table with columns: Stock, Price, Last, Bid, Ask, etc. for insurance companies.

FINANCE

Table with columns: Stock, Price, Last, Bid, Ask, etc. for finance companies.

DIAMOND AND PLATINUM

Table with columns: Stock, Price, Last, Bid, Ask, etc. for diamond and platinum companies.

FINANCE, LAND

Table with columns: Stock, Price, Last, Bid, Ask, etc. for finance and land companies.

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REGIONAL MARKETS

The following is a selection of London quotations of shares previously listed only in regional markets. Prices of Irish issues are in pence and are not quoted in London.

Table with columns: Stock, Price, Last, Bid, Ask, etc. for regional markets.

IRISH

Table with columns: Stock, Price, Last, Bid, Ask, etc. for Irish companies.

OPTIONS

Table with columns: Stock, Price, Last, Bid, Ask, etc. for options.

3-month Call rates

Table with columns: Stock, Price, Last, Bid, Ask, etc. for 3-month call rates.

